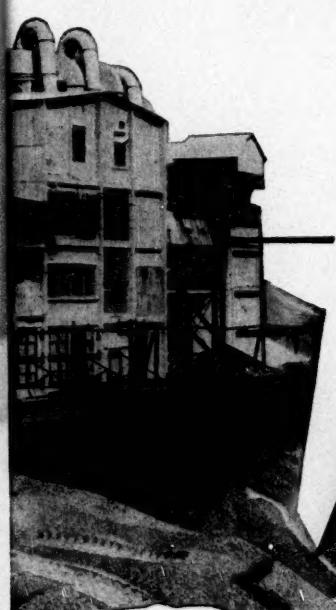


MANUFACTURERS RECORD





high grade
INTERNATIONAL PHOSPHATES
All Commercial Grades Florida Fertilizer Phosphate, Tennessee Phosphate.

Mines and Plants in Florida at Noralyn, Peace Valley, Achon, Mulberry; in Tennessee

This advertisement is appearing currently in magazines reaching fertilizer manufacturers



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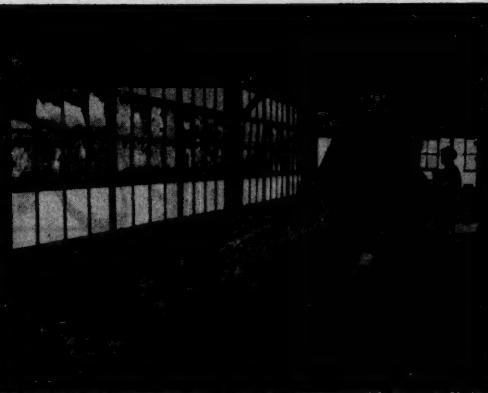
**INTERNATIONAL MINERALS
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Vertical and Inclined Bucket Elevators with spaced or continuous buckets mounted on chain or belt. A complete line of standards.

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Belt Conveyors for handling a wide variety of loose, bulk material. Roller or ball bearing troughing (or flat) and return idlers for belt widths from 14" to 60". Large capacities and a steady flow.



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Complete Line of
Material Handling,
Processing and
Mining Equipment

*GROWING WITH THE
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CUBIC FT.
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CUBIC FT. PER DAY
1940

550,000,000 CUBIC FEET PER DAY
1951
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EXISTING LINES

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SOUTHERN NATURAL GAS COMPANY
WATTS BUILDING

BIRMINGHAM, ALABAMA

MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest



Volume 120

April 1951

Number 4

New and Expanding Plants	9
Little Grains of Sand	16
National Business Round-Up	25
Southern Business Review	26
Northern TVA?	31
South Faces Challenge in War Goods Production	32
By Caldwell R. Walker	
Exposition Reveals Miami's Industrial Potential	33
South's Construction Totals for March	34
By S. A. Lauver	
Stock Market Reaches Stalemate	36
By R. S. Byfield	
Bethlehem Official Warns of Perils Facing U. S.	37
Industrial Expansion	38
It Will Pay Business To Study Government Controls—	
Buying Methods	40
By Sidney Fish	
New Lone Star Mill Will Have 500,000 Ton Annual Capacity	42
B&O to Dedicate New Ore Pier at Baltimore in May	44
Southerners at Work	45
New Products	50
Who's Where	54
Financial Notes	56
Business Notes	62
Index for Buyers	66
Index of Advertisers	68

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APRIL NINETEEN FIFTY-ONE

*The South's
Local Service
Airline*

MORE AND MORE PEOPLE
are finding that they can
SAVE MORE AND MORE TIME
AND MONEY
by using
MORE AND MORE SOUTHERN
AIRWAYS SERVICE

ROUND TRIP "Commuter" TICKETS
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freshed and relaxed . . . You can rent
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Van Heusen[®]

GOOD[®] YEAR



ALLIS-CHALMERS

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GOOD, B. F. GOODRICH, ALLIS-CHALMERS, WESTINGHOUSE, VANITY FAIR, VAN HEUSEN—names that everybody knows—are among those of front rank who have established operations in Alabama.

Other firms with names of equal significance in their special fields likewise have selected Alabama as a place in which they do some or all of their manufacturing operations. They "Make it South" and sell it South, North, East and West.

Many industries, planning to change or expand their operations have found Alabama an ideal location. Some have asked our assistance in helping them develop facts on which to base their decision.

This service is available to you without charge or obligation. All correspondence will be confidential.

Industrial Development Division

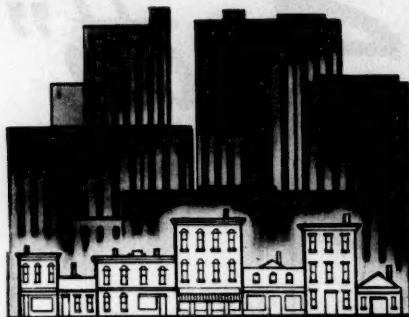
Alabama Power Company

Birmingham 2, Alabama

Helping Develop Alabama

MAKE IT South—MAKE it in Alabama! SELL it South, North, East and West!

Taking Care of GROWING Jackson



Growing cities often present innumerable headaches to their administrators... and for a time Jackson, Mississippi, proved to be no exception. The increased industrialization of the area had meant new factories and new faces. Public facilities that were once adequate had become outgrown.

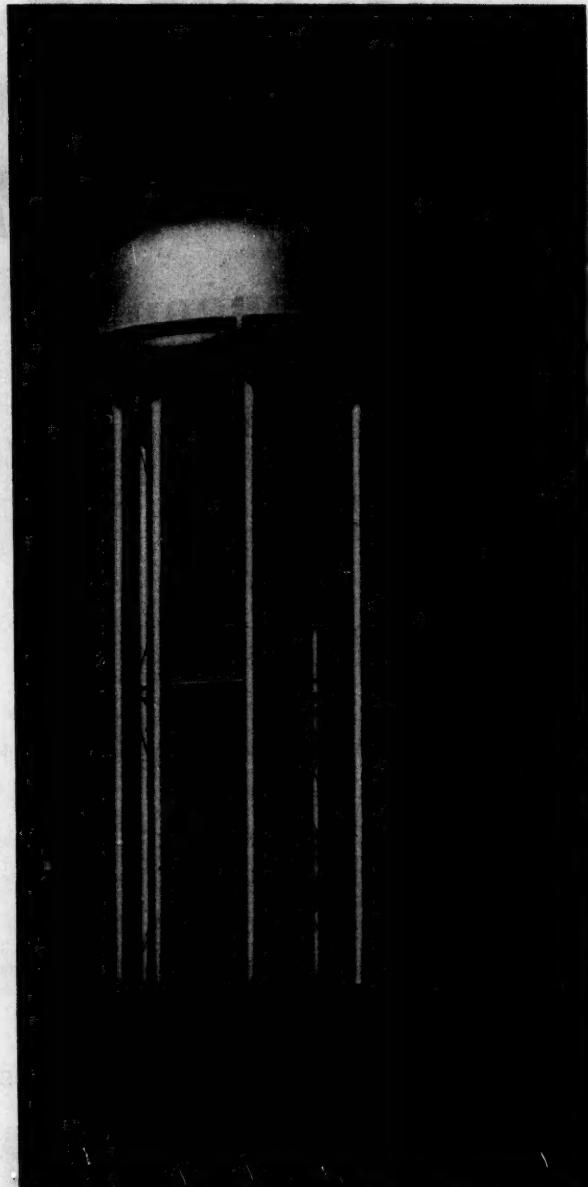
This was the situation that confronted the Jackson water system. There was an insufficient water supply with reduced pressures during peak load periods. Some 19,500 customers were feeling the effects.

A solution to the problem had to accomplish two things. It not only had to meet the existing water demands but it also should provide for any future growth of this southern capital city.

As it had done twice before, Jackson called upon a Horton elevated tank to help. A 1,000,000-gallon water tank was installed to fulfill the requirements. This addition doubled the existing elevated storage capacity, and now gives Jackson an abundant supply of water under gravity pressure.

The radial-cone bottom design of the Jackson installation is particularly adapted to large capacity tanks in that it does not have an excessive range in head. The distance between the high and low water levels is no greater than 250,000 gallon units. This reduces the average head and thus lowers the pumping costs. The welded steel construction insures durability, simple maintenance and clean appearance. Rust and corrosion have no place to hide.

Horton radial-cone tanks are available in capacities from 500,000 to 3,000,000 gal. Write our nearest office for estimates on your elevated storage requirements.



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Birmingham 1	1530 North Fifth St.	Houston 2	2114 National Standard Bldg.	San Francisco 4	1540-200 Bush St.
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Cleveland 15	2216 Guildhall Bldg.	Philadelphia 3	1619-1700 Walnut Street Bldg.	Washington 6, D. C.	1144 Galtis Bldg.

Plants in BIRMINGHAM, CHICAGO, SALT LAKE CITY, and GREENVILLE, PA.

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

BIRMINGHAM—Alabama Metal Lath Co. plans plant and office building addition.

BIRMINGHAM—Anderson Brass Works, manufacturing building, \$35,000.

BIRMINGHAM—Baggett Transportation Co. office building addition.

BIRMINGHAM—Connor Steel Co., Division of H. K. Porter, Inc., Pittsburgh, Pa., beginning and installation of the additional electric furnace for enlarged steel capacity, an additional billet heating furnace, and the modernization of the present heating furnace.

BIRMINGHAM—Liberty Motors, body shop building, Ave. F. & 25th St.

BIRMINGHAM—Try-Me Bottling Co., plant building alterations and remodeling, 2428 7th Ave., \$60,000.

COOSA RIVER BINES, BR. **CHILDERSBURG**—Beaunit Mills, Inc., multi-million dollar rayon yarn plant for production of viscose rayon yarn for automobile tires, etc. to be operated by North American Rayon Corp., Elizabeth, Tenn.

FAIRFIELD—Harbison Walker Refractories Co., Pittsburgh, Pa., manufacturing plant, \$4,000,000.

JASPER—Southern Bell Telephone & Telegraph Co., Atlanta, dial office building.

LEEDS—Standard Provision Co., 2301 Morris Ave., Birmingham, meat plant, \$150,000.

MCINTOSH—Matheson Alabama Chemical Corp., a new wholly owned subsidiary of Matheson Chemical Corp., Baltimore, plans chlorine and caustic soda plant.

MILAN—Ragland Brick Co., brick manufacturing plant.

REFORM—Westinghouse Electric Corp., Lamp Division, lamp manufacturing plant.

THORSBY—Thorsby Telephone Co., improvement and expansion of telephone facilities to provide service on an area-wide basis in Chilton County.

WENONAH—Tennessee Coal Iron & Railroad Co., Birmingham, addition to warehouse.

WOODWARD—Woodward Iron Co., construction of 30 chemical recovery coke ovens.

ARKANSAS

BAUXITE—Aluminum Co. of America, Pittsburgh, Pa., alumina plant, \$35,000.

FLORIDA

DADE COUNTY—Pan American Terminals, Inc., 3721 N.W. 54th St., Miami, factory building, 3500 N.W. 58th St., \$48,000.

JACKSONVILLE—Lehigh Portland Cement Co., cement plant between Flagler Beach and Bunnell.

LAKELAND—Atlantic Coast Line Railroad Co., Wilmington, N. C., diesel shop facilities.

MIAMI—Florida Power & Light Co., new plant, Palatka, also 75,000 KW Cutler addition.

MIAMI—Sid Hulerman, c/o Premium Beverage, Inc., 2380 N.W. 23rd St., warehouse, 2390 N.W. 23rd St., \$66,000.

OCALA—James Gamble Rogers II plans telephone exchange building, \$180,000.

ORLANDO—Holler Chevrolet Co., show rooms, offices and shops, \$125,000.

PENSACOLA—Armstrong Cork Co., P. O. Box 6, plant modernization and expansion program, \$100,000.

TALLAHASSEE—Modern Coach Co. of Albany, Ga., bus center, \$87,898.

GEORGIA

ACWORTH—A. F. Morrow, Chamblee, plans establishment of a chenille plant.

COLUMBUS—Columbus Mfg. Co., addition to weave shed.

COMMERCE—Harmony Grove Mills, roofing mill building.

GAINESVILLE—Pacolet Mfg. Co., one-story windowless weave-room attached to existing building by a corridor, Pacolet Mill No. 6.

HAMMERSVILLE—Ford Motor Co., multi-million dollar expansion of assembly plant.

SAVANNAH—Union Bag & Paper Corp., large-scale expansion program; includes addition of a new paper machine and the installation of equipment for the manufacture of semi-chemical pulp through use of gum woods.

KENTUCKY

DANVILLE—Corning Glass Works plans new glass plant on 30-acre site.

MADISONVILLE—West Kentucky Coal Co., coal mine.

PARIS—Paris Industrial Committee have option on 77 acres of land behind Mount Olivet Catholic Cemetery as site for new plant.

LOUISIANA

LOUISIANA—Freeport Sulphur Co. plans new multi-million dollar sulphur mining plant at small sulphur deposit in southern Louisiana.

BELLE CHASSE—Red Star Yeast & Products Co., yeast plant, \$1,500,000.

CHALMETTE—Kaiser Engineers, Inc., P. O. Box 1501, New Orleans, new warehouse and office building to be erected at site of the proposed new \$50,000,000 Kaiser Aluminum plant.

LAKE CHARLES—Louisiana State Rice Milling Co., rice drying and storage bin in George section, \$50,000.

MARSHALL—Celotex Corp., reroofing the Shredder building at Celotex Corp. plant.

NEW ORLEANS—Delta Match Co., subsidiary of Swedish Match Co., to start work soon on a factory in New Orleans area, \$2,000,000.

NEW ORLEANS—General Adjustment Bureau, Inc., one-story office building, 2721 Banks St.

New and Expanding Plants

Reported in March—1951

Total for

First Three Months of 1951

565

First Three Months of 1950

553

BALTIMORE—Kieckhefer Container Co., P. O. Box 710, Camden, N. J., manufacturing building, 500-700 North Point Rd., \$400,000.

BALTIMORE—The Monumental Manufacturing Corp., one-story factory.

BALTIMORE—Retail Parking Center, Inc., 151 Guilford Ave., has N.P.A. approval for parking garage.

BALTIMORE—Revere Copper & Brass, Inc., addition to building, 1301 Wicomico St., \$300,000.

BALTIMORE—Sattier & Co., office and warehouse, 400 W. 26th St.

BALTIMORE—Edward St. John, 5236 Fairlawn Ave., will construct warehouse, 4100-12 Plastic Place.

BALTIMORE—Western Md. Railway Co., Second Oil Bldg., pier at Port Covington, \$12,000,000.

CRISFIELD—Charles D. Bridgell, Inc., plans new factory to replace one recently destroyed by fire.

HAILETHORPE, IND. BR. BALTIMORE—Kaiser Aluminum & Chemical Corp., reactivating and improving government-owned Hailethorpe extrusion and forging plant.

OLNEYLAND—Chesapeake & Potomac Telephone Co., telephone building.

SALISBURY—Clarke Gardner & Associates, P. O. Box 74, are preparing plant for Swanson Poultry Feeding plant.

MISSISSIPPI

CLARKSDALE—Strutwear, Inc., factory.

CLEVELAND—City approved issuance of \$250,000 bond issue to finance expansion of Baxter Laboratories plant.

FERNSWOOD—Board of Supervisors of Pike County, Magnolia, box factory to be leased to Indianapolis Wirebound Box Co., \$252,450.

GREENADA—M. A. Saunders & Co., Memphis, awarded \$200,000 bond issue for expansion of Grenada Industries.

GREENVILLE—Alexander Smith & Sons Carpet Co., Yonkers, N. Y., carpet plant.

NEW ALBANY—Board of Supervisors of Union County, additions and alterations to factory building and additions to Stratford Furniture Co.

WEST POINT—City, addition to building leased by Knickerbocker Mfg. Co.

MISSOURI

CLAYTON—Brown Shoe Co., 1600 Washington Ave., office building, Maryland Ave.

KANSAS CITY—Union Wire Rope Corp., expansion of plant, Twenty-first St. & Manchester Ave., \$2,000,000.

LADUE—Grove Laboratories, Inc., 2630 Pine St., office and manufacturing plant, 8800 block Ladue Rd., \$100,000.

LAKE CITY—Remington Arms Co. announced plans for reactivating fully its plant for manufacture of small arms ammunition for Army Ordnance Corps; plans now call for expenditure of \$4,250,000 to rehabilitate the property.

ST. LOUIS—Concordia Publishing House, publishing plant addition.

ST. LOUIS—Lewis-Howe Co., 319 S. Fourth St., manufacturing building addition, Fourth St.

ST. LOUIS—Medart Co., 3535 DeKalb, one-story addition for offices, 3519 DeKalb, \$30,000.

ST. LOUIS—National Cover & Mfg. Co., 125 Kraus St., factory addition.

ST. LOUIS—Joseph T. Ryerson & Son, Inc., alterations to offices, \$38,000.

ST. LOUIS—The Baugh Chemical Co., trestle replacement, Mertens Ave. & Clinton St.

BALTIMORE—Board of Estimates approved an agreement with the One-Street Parking Commission and the Retail Parking Center, Inc., parking lot at 228-31 W. Santos St. and extending through to Clay St.

BALTIMORE—Chevrolet Motor Division of General Motors, acetylene and carbide storage building, 2122 Broening Highway.

BALTIMORE—Leon Crane, building alterations, 1803 N. Charles St.

BALTIMORE—The Esso Standard Oil Co., service station, 550 Park Heights Ave.

BALTIMORE—General Refractories Co., expansion program.

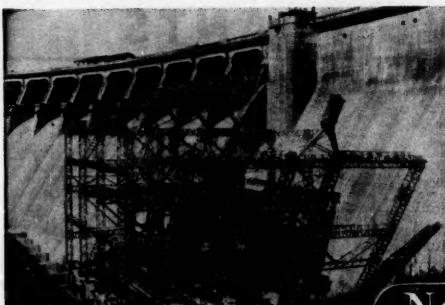
BALTIMORE—The Glenn L. Martin Co., has leased 130,000 sq. ft. of space in building, E. Fayette and Oldham Sts.; will also take over again its No. 2 Army Plant.

NORTH CAROLINA

CHARLOTTE—Clorox Chemical Co., Oakland, Calif., plant establishment of plant, Geaco St., \$250,000.

CHARLOTTE—Southern Bearings & Parts Co., Inc., new building.

(Continued on page 10)



THE Nashville Bridge Company will gladly quote on structural steel requirements anywhere in the South and Southwest. Our skill in the fabrication and erection of intricate steel structures is well-known. We are particularly qualified to supply the Power Distributing Industries with transmission towers and switchyard structures—hot-dip galvanized after fabrication. Fabrication and erection of both steel and machinery for movable type bridges is a specialty. Look to Nashville for simple steel requirements as well as intricate structural jobs.

Plants and offices in Nashville, Tennessee and Bessemer, Alabama. We design, manufacture and operate the Bessemer Galvanizing and Zincating Works—largest galvanizing plant in the South.



NASHVILLE BRIDGE COMPANY

NASHVILLE, TENN. — BESSEMER, ALA.

(Continued from page 9)

FEQUAY SPRINGS—Cornell-Dubilier Electric Corp., 333 Hamilton Boulevard, acquired new plant.

GASTONIA—Textiles, Inc., has started work on 12,000 sq. ft. addition to spinning room of Osceola plant.

OXFORD—Burlington Mills, expansion program for Oxford Rayon plant, an affiliate.

Raleigh—J. M. Thompson Co. & H. S. Star, has N.P.A. approval of motor transportation building, \$33,000.

SHELBY—Earl D. Honeycutt, has N.P.A. approval of service station.

SPINDALE—Spindale Mills Co., has started work on new \$40,000 addition to card room.

SOUTH CAROLINA

ANNEBURN—Berkshire Knitting Co., heavier mill, \$1,000,000.

BISHOPVILLE—Reeves Brothers, Inc., 54 Worth St., finishing plant, \$2,000,000.

CAMP CROFT—Arkwright Mills, Spartanburg, yarn plant; converting two former army warehouses into a plant with 50,000 sq. ft. of floor space.

COLUMBIA—Industries for Mullins, Inc., erecting new factory building to be leased to Mullins Textile Mills, Inc., for production of knitted goods.

DRAYTON—Drayton Division of Deering-Milliken & Co., started work on a five-way expansion and modernization program, \$500,000.

GEORGETOWN—West Chevrolet Co., sales and show rooms.

GREENVILLE—Daniel Construction Co., 429 N. Main, Greenville, 1,600 sq. ft. addition to cotton cleaning room, The Duncan Mills Division of J. P. Stevens Co.

GREENVILLE—Marchant Textile Co., Inc., office laboratory building.

GREENVILLE—Victor Monoghan Co., Div. of J. P. Stevens Co., 429 N. Main, Greenville, expansion program, \$60,000.

GREENVILLE—Southern Pile Fabric Co., dynamic office addition to present mill.

LAKE CITY—Wentworth Mfg. Co., Inc., Fall River, Mass., plant for manufacture of wash frocks, \$300,000.

UNION—The Carolina Scenic Bus Line Corp., Spartanburg, bus station.

TENNESSEE

CHATTANOOGA—Tennessee Products & Chemical Corp., \$7,000,000 expansion program to be carried out over a period of two years.

MEMPHIS—Ford Motor Co., 401 Peabody Hotel, service parts depot and office.

MEMPHIS—Kimberly-Clark Corp., plans doubling in size factory to increase its production capacity for conversion into Kleenex and toilet tissue by 100 tons daily, part of a \$20,000,000 building program.

MEMPHIS—Wyeth, Inc., Phila., Pa., subsidiary of American Home Products Corp., warehouse, \$150,000.

NORTH CHATTANOOGA—American Lava Co., new plant, \$175,000.

OKAH RIDGE—U. S. Atomic Energy Commission, addition to bldg. No. 9212, Y-12 area.

TEXAS

TEXAS—Phillips Chemical Co., plans to build one or more sulphur producing plants in West Texas.

ABILENE—Coca-Cola Bottling Co., office and maintenance building.

AMARILLO—U. S. Atomic Energy Commission, administration building, transportation shop, and new ramps and modification to existing ramps, Pantex Ordnance Plant, \$1,500,000.

AUSTIN—Austin Beverage Co., plans warehouse.

AUSTIN—Schumacher Co., 400 San Antonio St., one-story warehouse, Bolm Rd.

BAY CITY—Ohio Oil Company & Sun Oil Company, N. Bay City Field, office building, \$30,980.

BROWNSVILLE—F. Pasquel & Brothers, warehouse and office building, \$65,000.

CORPUS CHRISTI—American Smelting & Refining Co., Shell Rd., addition to change heating plant, \$100,000.

CORPUS CHRISTI—Nueces County Navigation District I, grain elevator.

DALLAS—Callan Real Estate, 2308 Inwood, 2-story garage, \$50,000.

DALLAS—Continental Supply Co., air conditioning system and additions.

DALLAS—Gates Rubber Co., Sales Division, Inc., 1710 N. Market St., warehouse and office building, \$148,500.

DALLAS—Glazer Wholesale Drug Co., Inc., 1025 Oak Ave., 1 story warehouse building, \$49,000.

DALLAS—The Murray Company of Texas, one-story warehouse, 5200 Canton, \$115,000.

DALLAS—Otis Engineering Corp., one-story addition to present factory, 6612 Denton Drive, \$60,000.

DALLAS—Paramount Picture Corp., two-story film exchange building, 400 N. Preston St., \$151,000.

DALLAS—H. K. Porter Co., Inc., 1932 Oliver Bldg., Pittsburgh, Pa., purchase 14 supply stores of International Derrick & Equipment Co., Division of Dresser Industries, Inc., making total of 25 stores.

DALLAS—Simmons Co., one-story manufacturing, office and warehouse building, 2121 Burbank, \$780,000.

DALLAS—J. K. & Susie L. Wadley Research Institute, 4 story research building.

EAST BERNARD—Union Motor Co., garage, Highway 98.

FARMERS BRANCH—Westinghouse Electric Corp., warehouse having room for nine million light bulbs, on a 3 1/2 acre site.

FOOT WORTH—Armour & Co., blood processing plant, \$850,000.

FOOT WORTH—Jess H. Jones Interests, part of garage.

FOOT WORTH—St. Louis-San Francisco Railway Co., 2-story freight station and office building, \$250,000.

FOOT WORTH—Southwestern Bell Telephone Co., cedar office building.

GREGORY—Reynolds Metals Co., aluminum reduction plant, \$80,000,000.

HOUSTON—Air Reduction Co., 2000 Collierville St., general remodeling of offices, \$4,000,000.

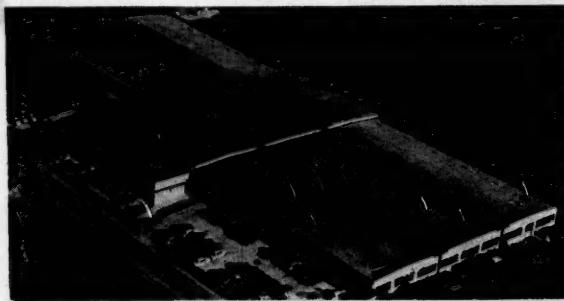
HOUSTON—American Can Co., one-story building, Lockwood Drive at Clinton Drive.

HOUSTON—Brown & Root, Inc., Box 3, warehouse, 400 block Calhoun Rd., \$160,000.

HOUSTON—Childers Mfg. Co., factory, \$150,000.

HOUSTON—Continental Oil Co., Oil & Gas Bldg., plans service station, Westheimer Rd. & East Grove Lane.

(Continued on page 12)



INDUSTRIAL PROPERTIES CORP., 401 Republic Bk. Bldg., Dallas, Texas, Phone Riverside 6552.

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of Dallas" in the

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The new U. S. Parcel Post Depot
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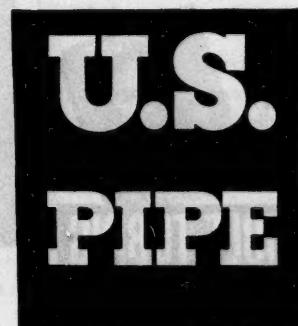


Richmond's State Capitol, completed in 1792, as it looked 100 years ago

Richmond, Virginia, has a cast iron water main in service that was installed well over a century ago. In those stage-coach days, traffic shock caused by heavy trucks and buses was, of course, undreamed of. There were no sewers and other underground conduits to cause soil disturbances and settlement. Yet this rugged old pipe had what it takes in shock-strength and beam-strength to meet unforeseen stresses. Strength, as well as effective resistance to corrosion, are prerequisites of long life in pipe to be laid under city streets.

This is evidenced by the fact that cast iron water and gas mains, laid over a century ago, are still serving in the streets of more than 30 cities in the United States and Canada.

United States Pipe and Foundry Co.,
General Offices, Burlington, N. J.
Plants and Sales Offices Throughout the U. S. A.





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GUILFORD, CONNECTICUT, U.S.A.
Western Office
416 Citizens Bank Building
Pasadena 1, California

NEW AND EXPANDING PLANTS

(Continued from page 10)

HOUSTON—Dickson Gun Plant, c/o Hughes Tool Co., 5424 Polk Ave., general remodeling of gun plant, Clinton Rd., \$100,000.

HOUSTON—J. A. Folger Co., 235 N. Norwood St., shop building for coffee factory, 200 Portwood St., \$350,000.

HOUSTON—Coleman & Rolfe, 915 Woodrow, two-story office building, 5100 Travis St., \$75,000.

HOUSTON—Goodyear Synthetic Rubber Corp., chemical plant additions.

HOUSTON—Magnet Cove Barium Corp., piano warehouse, 9300 Alameda Rd.

HOUSTON—Earl MacMillan, Inc., 9000 Hempstead Rd., truck station, \$102,650.

HOUSTON—McCullough Tool Co., 405 McCarty Drive, two-story addition to present building.

HOUSTON—Modern Optics, Inc., 4001 Bellair Blvd., addition and remodeling of building, 2001 Bellair Blvd.

HOUSTON—Pittsburgh Plate Glass Co., 6620 Liberty Rd., plant addition, \$50,000.

HOUSTON—Southwestern Bell Telephone Co., Dallas, addition to Milby Olive Telephone exchange building.

HOUSTON—Standco Bolt Co., 2701 Clinton Drive, warehouse, 2000 Block Clinton Drive, \$46,100.

LONGVIEW—Southwestern Metals, Inc., and Madaras Corp., announced plans for reactivation of an iron ore reduction plant; seeking loan from Reconstruction Finance Corp.

MIDLAND—Muldrum Reproduction Co., 212 N. Colorado St., remodeling two-story building.

MIDLAND—T & P Coal & Oil Co., office building.

NEW BRAUNFELS—Pioneer Worsted Co., constructing a worsted weaving mill.

ODESSA—Kenneth F. & Roy F. Karr, one-story filling station, 801 W. Second St., \$27,500.

ODESSA—Odessa American Newspaper Co., one-story newspaper building, \$90,000.

PLEASANTON—Southwestern Bell Telephone Co., Dallas, dial building.

PORT LAVACA—Aluminum Company of America, 801 Gulf Bldg., Pittsburgh, Pa., plant expansion, \$15,000,000.

PORT NECHES—Jefferson Chemical Co., refinery plant addition.

SAN ANTONIO—Randolph Field Transportation Co., 201 N. Alamo St., plans bus station, Randolph Field.

SHERMAN—Line Material Co., 700 W. Michigan St., building.

SULPHUR SPRINGS—Southwestern Associated Telephone Co., Dallas, new exchange building.

VICTORIA—Crescent Valley Creamery, creamery building, \$95,372.

WACO—Universal Mills, warehouse, No. 20 LaSalle St., \$30,000.

VIRGINIA

ALTAVISTA—Burlington Mills Co., expansion program at new finishing plant.

FIELDFALE—Fieldcrest Towel Mill, addition to finishing building.

FRONT ROYAL—American Viscose Corp., plans expansion of plant.

LOGAN COUNTY—Jewel Ridge Coal Corp., purchased Jones & Heatherman Coal Co. and Peach Creek Chilton Coal Co.

PETERSBURG—J. S. Ritchie & Sons, feed and seed warehouse, \$50,000.

RICHMOND—Corps of Engineers, U. S. Army, Norfolk District, Foot of Front St., Norfolk, plans 2 warehouses.

RICHMOND—E. H. Mueller & E. Elwood Ford has N.P.A. approval of tire and recapping warehouse, \$15,050.

ROANOKE—American Viscose Corp., plans expansion of plant.

WEST VIRGINIA

WEST VIRGINIA—Oscar Kohn & Co., rayon plant for Eastern Rayon Mills, Inc.

MARTINSBURG—E. I. du Pont de Nemours & Co., Inc., Wilmington, Del., commercial explosives plant.

NEW HAVEN—Vanadium Corp., silicon alloys plant near New Haven in Mason County.

NITRO—American Viscose Corp., plans expansion of plant.

PARKERSBURG—Libby-Owens-Ford Glass Co., formed a new division for manufacture of fibre glass.

WEIRTON—National Steel Corp., reported to be considering construction of a large blast furnace for its Weirton Steel Co. subsidiary.

WELCH—Paul Lambert has N.P.A. approval of service station, \$18,000.

HILL-CHASE

Sets the Pace in
STEEL



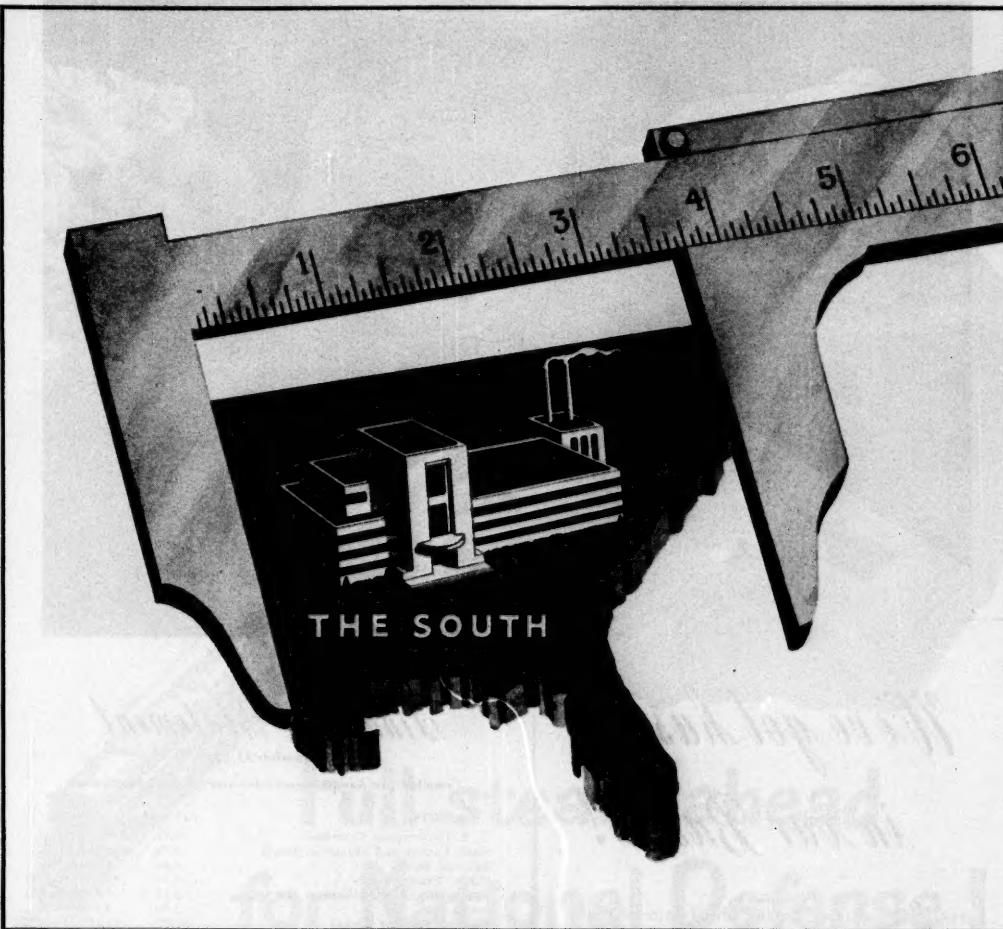
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- COLD FINISHED STEEL BARS
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- TOOL STEEL
- SEAMLESS AND WELDED TUBING
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- ALUMINUM SHEETS
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The HILL-CHASE
Steel Company of Md.
6311 Erdman Ave., Baltimore 5, Md.
Phone—Pembroke 7300

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ASHEBORO, N.C.
ASHEBORO 2-1214

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Try this for size!

ANY way you measure it, you'll like the "size" of the Southland!

Need more room for expansion and growth? Horizons are limitless in the rapidly expanding South. For, great as its past growth has been, the South even now is just beginning to show its potential industrial greatness.

Looking for greater industrial opportunities? All along the Southern Railway System, factories are thriving on the unique benefits and advantages offered by this industrial "opportunity land"...the modern South.

"Look Ahead—Look South!"

Ernest E. Morri
President



SOUTHERN RAILWAY SYSTEM

The Southern Serves the South



We've got hustle in our Bustle!

LIFE OF GEORGIA is moving ahead into its 60th year. Founded in 1891, when bustles were the vogue, the Company has grown steadily. A hustling field organization in 11 Southern states sparks this growth.

Our field men really had hustle last year. They increased life insurance in force \$87,964,302 to a total of \$731,158,978. Our assets rose \$8,926,665 and at the end of the year were \$55,918,386. Payments to policyholders and beneficiaries were \$8,067,621 . . . this was \$579,160 more than in 1949.

To commemorate our 60th Anniversary, we have published THE SOUTHERN SENTINEL, a newspaper filled with 1891 nostalgia. Write us for a copy.



1891 - OUR SIXTIETH ANNIVERSARY YEAR - 1951

Financial Statement December 31, 1950

Compiled from Annual Report Filed with Insurance Departments

ASSETS	Per Cent	Amount
U. S. Government Securities	18.87	\$10,553,259.01
State, County and Municipal Bonds	13.85	7,742,442.44
Railroad Bonds	2.04	1,140,072.51
Public Utility Bonds	18.12	10,134,464.78
Industrial and Miscellaneous Bonds	3.26	1,820,568.46
Stocks	3.80	2,124,120.00
Mortgages (First Liens)	31.77	17,765,532.69
Real Estate: Offices (Including Branches)	3.38	1,887,749.91
Investment	.52	293,500.00
Policy Loans	.24	132,994.51
Cash	1.79	998,462.58
Interest and Rents Due and Accrued	.53	297,254.52
Premiums in Course of Collection	1.80	1,009,037.59
Miscellaneous Assets	.03	18,906.78
<i>Total Admitted Assets</i>	100.00	<u><u>\$55,918,385.58</u></u>

LIABILITIES AND SURPLUS	Amount
Policy Reserves	\$38,561,092.89
Reserve for Sickness and Accident Claims	302,163.62
Death Claims Due and Unpaid	None
Death Claims Reported but Pending Proof	108,972.78
Reserve for Unreported Claims	135,000.00
Premiums and Interest Paid in Advance	700,063.40
Estimated Amount Due and Accrued for Taxes	632,254.00
Reserve for Pension Plan	2,905,048.79
Agents' Bond Reserve and Interest	558,277.50
Miscellaneous Liabilities	346,746.24
<i>Total Liabilities Except Capital</i>	<u><u>\$44,149,619.22</u></u>
Capital and Surplus Funds for Further Protection of Policyholders: Capital	\$ 7,000,000.00
Unassigned Surplus Funds	4,768,766.36
Capital and Surplus	\$11,768,766.36
<i>Total</i>	<u><u>\$55,918,385.58</u></u>



Full steam ahead for National Defense !

Full steam ahead! That's the call of a nation rearming. Full steam ahead! That's the answer of the railroads who carry the mighty volume of raw materials, parts and finished products that America must have—and fast. And to get up "steam" the railroads need coal—this year *65 million tons* of coal!

This tremendous tonnage adds up to about 12% of all the bituminous coal mined in America. Approximately half of all railroad freight gets to where it's going under power supplied by coal!

Fortunately for the railroads and the many other large coal users—the coal industry is well-prepared to fill their demands. The steel mills—the public utilities—the rubber

industry—thousands of manufacturers across the country—can be sure of the coal they need to arm America!

Better coal and more efficient production have always been the aim of America's progressive mine operators. Private management has invested hundreds of millions of dollars in modern preparation plants—research—improved equipment and new mine properties. Today the country's need for coal is great. The coal industry is ready—and able—to meet that need!

BITUMINOUS COAL
BITUMINOUS COAL INSTITUTE
A DEPARTMENT OF NATIONAL COAL ASSOCIATION

FOR NATIONAL DEFENSE...FOR PEACETIME PROGRESS

YOU CAN COUNT ON COAL!

— LITTLE GRAINS OF SAND —

"Little drops of water, little grains of sand,

Make the mighty ocean, and the pleasant land."

Half Cocked. Businessmen are beginning to view the numerous directives of the National Production Authority, and other defense agencies, with a good deal of skepticism. In the past seven months NPA, for instance, has announced severe cutbacks in civilian use of such strategic materials as aluminum, steel, tin, and copper and brass used in residential building products. Accordingly businessmen whose production would be affected by the announced curbs have taken this into account in their planning—and they have been left holding the bag, because in every instance the extent of the cutback originally announced has been reduced considerably in subsequently released directives. In the interest of their morale and their pocketbooks you can scarcely blame these businessmen for viewing such highly publicized announcements as so much hoopla, and for coming to the conclusion that they had better do their own planning on the basis of what actually happens rather than on what they are told is supposed to occur.

The Back Door Approach. The attention of every American who looks with revulsion upon the characteristic stagnation of socialism should be directed to the "small type" in the 1952 budget, as recommended by the President. Herein are to be found the small initial outlays for new spending programs. For instance, there is compulsory health insurance, and the beginnings of seven more public power projects, the eventual cost of which would approach a billion and a half dollars. It is in this latter item that the seeds of socialism are diabolically planted. It is stated that additional power is needed to support our defense production demands. No mention is made of the ability or of the desire of the business-managed power companies throughout the United States to erect the additional facilities required to meet any increased demand. Nor is mention made of the fact that this willingness is forthcoming in the face of many discouragements which have resulted from past encroachments by public power, and the efforts of the federal government to block justifiable power development by private utility companies. Americans must be

alert to the tactics of our socialist schemers who, in this instance, are slyly capitalizing on the present danger to get their foot in the door.

The Real Reason. If you think a bull stock market is a scandal in war time, remember the cause. The scandal is inflation. The only way to stop the bull market is to stop inflation and gradually restore the faith in the dollar that now is in decline not only here but all over the world. A year ago Europe regarded the American dollar as the equivalent of gold. That is no longer true. Europe now prefers gold, despite the fact that a foreign holder of an American dollar is permitted to exchange it for gold. An American holder of an American dollar has not that right. That is one of the kinks of our bullion gold standard. It is impossible legally for an American to hedge against inflation by acquiring gold. He is forbidden to own gold. All the more, therefore, his hedging instinct takes him into stocks and causes bull markets.

Quitters. It was the aristocracy of organized labor more than anyone else who demanded that we adopt a controlled economy. It was the members of this same favored class who issued the most resounding speeches about how the government should boss us all, about the need for patriotism, for self-sacrifice, for cooperation. If they yell now it is only because they have been bitten by their own dog. Suppose,

for instance, that it were the stockholders of the steel industry, the auto industry or the coal industry instead of the spoiled brats of organized labor who went home and wouldn't play. Can you guess who would then talk of morality and demand that the government's powers of coercion and compulsion be brought to bear?

Smear. The New Deal smear artists have attempted to impose on the country a double system of public morals. They have demanded that their accusers proceed with the certainty of the FBI and the dignity of the Supreme court through a sea of perjury, while the New Dealers themselves conduct their inquiries
(Continued on page 18)

The past 18 years can well be called the era of "Deals." They have been marked by "Deals" in the strictly mercenary sense of the word. "Deals" between politicians for votes and pressure groups for special privileges.

MORE *Sting* FOR THE "SCORPION" . . .

Far deadlier than its namesake, this Northrop-built F-89 Scorpion is one of the newer weapons of the U. S. Air Force. An all-weather interceptor, it features spectacular speed and phenomenal rate of climb.

Behind the Scorpion's lightning-fast striking power is another development involving one of the most versatile of metals—stainless steel. Notice the jumbo-size tail pipes. Made of heat-resistant stainless steel, they house afterburner units which furnish the Scorpion's added sting. Operating at blistering high temperatures, these units provide additional thrust for brief intervals to the F-89's tremendously powerful twin jet engines.

Here, and in many other present-day aircraft applications, high temperatures, rust, corrosion, deadweight and extreme cold find their match in modern stainless steels. And Republic—world's leader in the production of alloy and stainless steels—offers you the immediate services of its extensive metallurgical, machining and technical staffs on *any* problem involving stainless steels. Naturally, there is no cost or obligation.

REPUBLIC STEEL CORPORATION

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APRIL NINETEEN FIFTY-ONE



MAKING PLANS FOR EXPANSION?



Suggestion! Whether your project calls for express highways or industrial plants—modernization or expansion, call the Harte organization of engineers and constructors to handle your complete job!

Here's Why! Our ONE organization, operating under ONE contract, with ONE responsibility, WILL:

- Assist in all process planning
- Prepare complete construction drawings
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284 Techwood Drive, N.W., Atlanta, Ga.

200 S.E., 34th St.
Des Moines, Iowa

LITTLE GRAINS OF SAND

(Continued from page 16)

in the tradition of one of Stalin's people's courts. There has been no essential change between the tactics used against Dr. Wirt in 1934 and those of the communists and their lawyers before Judge Medina in 1949. The same tactics are now being used against everyone who questions the wisdom of Truman and Acheson, everyone who questions the holiness of the United Nations, everyone who asks what Hiss' comrades are still doing in the Administration. The new smear word is "McCarthyism." The tactics are being used with some success, and will continue to be successful until Americans recognize the smear for what it is.

Elemental. Heavier taxation, says the Federal Reserve Board in a recent bulletin is "a first and essential step in moderating the inflationary impact of the increased federal spending necessitated by the rearmament program." The Board insists that additional taxes should be great enough to balance the budget.

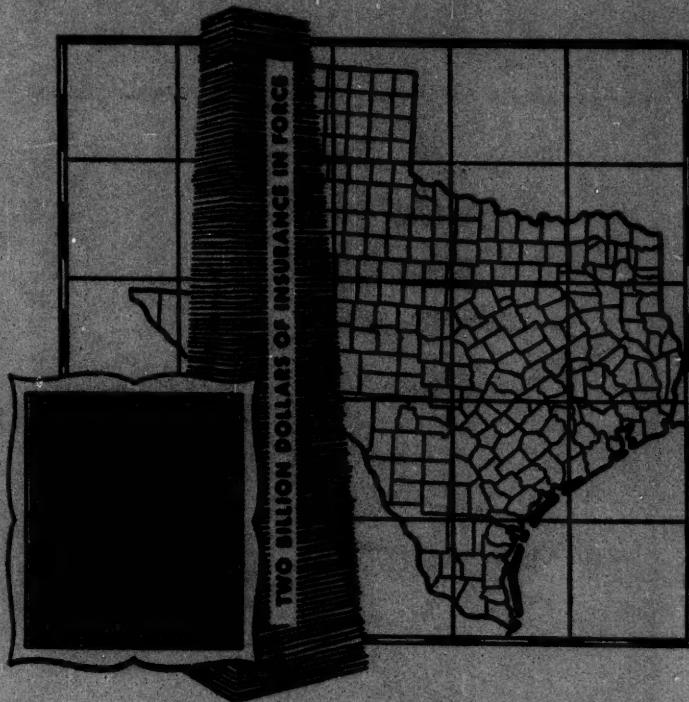
Of course more tax revenue is "essential." But that new levies are or should be the "first" step in checking the price-inflationary influences of defense spending is questionable. In fact, there is another step toward that end which should come first, a severe reduction in the non-defense expenditures of the government.

Unworthy of Public Trust. The selfish men who claim to represent organized labor apparently want to participate in government administration as labor leaders. Even people who want labor to have every reasonable consideration may well have grave questions about this attitude. Men who take public office should take it because of their ability to serve the public interest regardless of whether they come from labor, business, agriculture or the professions. Men who hold such office occupy a position of trust. Their first duty is to their country and not to any particular interest or minority group. People should not be inducted into high office just because they come from labor or business any more than just because they happen to be members of the Baptist, Methodist or Catholic Church.

Production Uninflated. There is nothing sacred about a 40 hour work week. Millions of people in responsible positions or self-employed ignore it because they can't do their job in 40 hours, or 48 either. In normal times a constantly decreasing work week, achieved as the result of increased productivity and efficiency, is desirable and certainly, even now, no one would want to go back to the 12-hour day and 6-day week. But since the chief answer to our country's present problems is production, an extra 8 hours of work per week at today's very good straight time wage scales is not asking our working people to make any sacrifices whatever. If our armed forces work on unlimited straight time, then why not all the rest of us?

(Continued on page 22)

Life Insurance Grows BIG in Texas...



With \$2,200,162,987 of insurance at the end of 1950, AMERICAN NATIONAL INSURANCE COMPANY, of Galveston, Texas, was the first life insurance company to reach Two Billion Dollars under the continuous management of its founder.

American National began business on March 17, 1905, with a paid in capital of \$100,000 and ten employees. Today it ranks among the twenty largest legal reserve life insurance companies in America and first among those companies in the amount of assets for each \$100 in liabilities.

The Company's founder and guiding spirit is its president, W. L. Moody, Jr., who celebrated his 86th

birthday on January 25, 1951. Mr. Moody is one of the financial leaders of the Southwest, among his vast holdings being banks, newspapers, numerous ranches and hotels, and other extensive enterprises.

Under his hand the Company grew vigorously through the Panic of 1907, the First World War, the Depression of the '30's, the Second World War, and the less trying years in between. The first billion of insurance in force was reached at the beginning of 1943, or in about 38 years—the second billion approximately seven years later. Total assets on Jan. 1, 1951, were \$330,495,235. In financial growth and in expansion of its services, the American National's record has been one of outstandingly successful accomplishment.

This is another advertisement in the series published for more than 12 years by Equitable Securities Corporation featuring outstanding industrial and commercial concerns in the Southern states. Equitable will welcome opportunities to contribute to the further economic development of the South by supplying capital funds to sound enterprises.

NASHVILLE
DALLAS
KNOXVILLE
BIRMINGHAM
NEW ORLEANS
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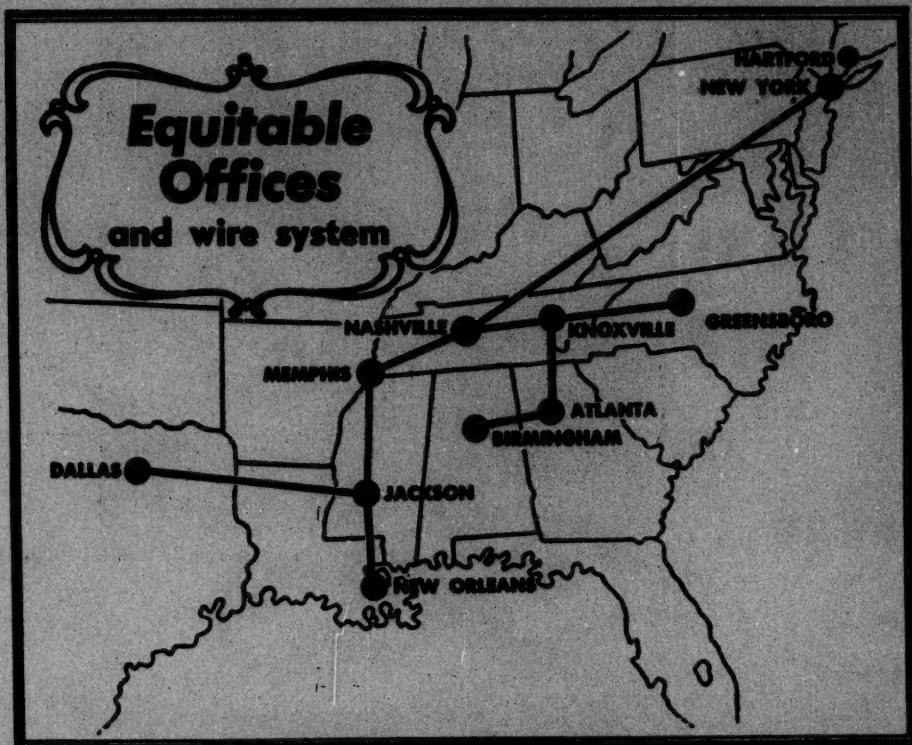
EQUITABLE Securities Corporation

BROWNLIE O. CURRY, President

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TWO WALL STREET, NEW YORK 5

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PRIVATE WIRE SYSTEM SERVING SOUTHERN MARKETS

Equitable's 2400-mile direct wire system gives instant communication throughout the Southeast and Southwest. Immediate quotations and executions are available to all Equitable customers.

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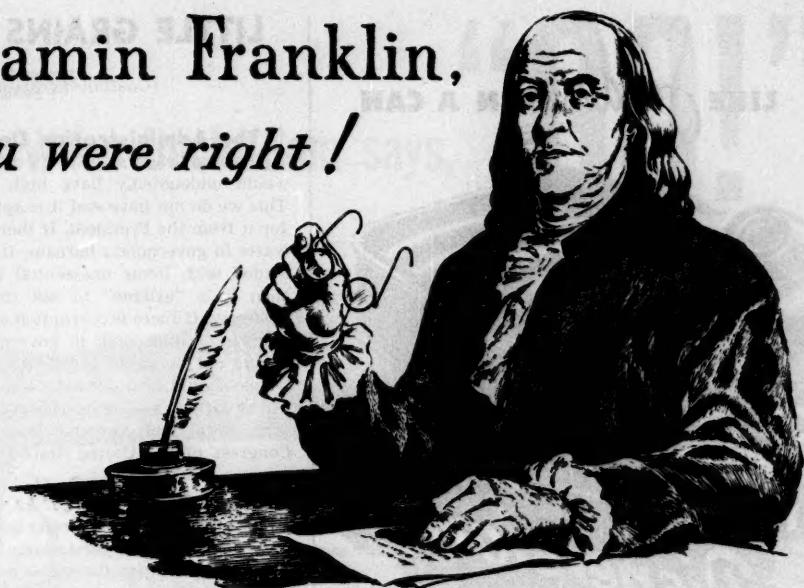
322 UNION STREET, NASHVILLE 3

TWO WALL STREET, NEW YORK 5

NEW YORK
HARTFORD
ATLANTA
GREENSBORO
AND
JACKSON, MISS.

Benjamin Franklin,

you were right!



"Little leaks sink great ships."

True, Mr. Franklin — and nowhere truer than in manufacturing. One "leak" is enough to turn black into red in an otherwise efficiently operated plant.

First and foremost, the answer is to find a plant

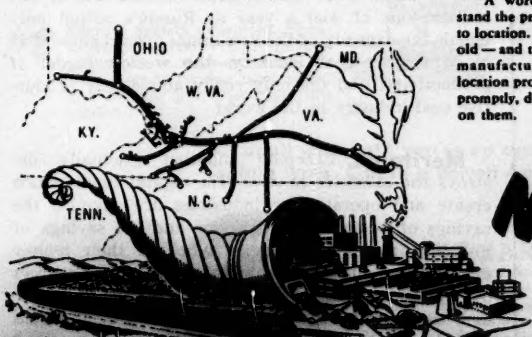
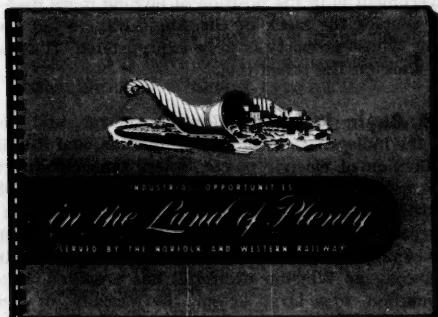
location where there already exist those natural and man-made industrial advantages which plug the leaks before they start — and keep them plugged.

We think we have the answer here in *The Land of Plenty*.*

But YOU be the judge of that.

Write for your free copy of *Industrial Opportunities In The Land of Plenty*. This book will tell you generally what this region offers industry. Then let the Norfolk and Western's plant location specialists go to work for you — without obligation. Tell them specifically what you need — let them tell you specifically what there is here for you.

Address: Industrial and Agricultural Department, Drawer MR-402, Norfolk and Western Railway, Roanoke, Va.



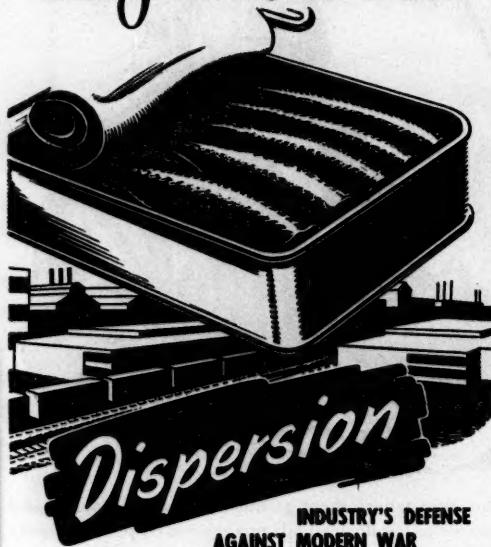
A word about these men: They understand the problems of manufacturing as related to location. Their department is over 50 years old — and thoroughly experienced in assisting manufacturers with widely varying plant location problems. Their job is to help you — promptly, dependably, and in confidence. Call on them.



Norfolk and Western RAILWAY

*The Land of Plenty — the six great states served by the Norfolk and Western — Virginia, West Virginia, Ohio, North Carolina, Maryland and Kentucky.

LIKE *Sardines* IN A CAN



INDUSTRY'S DEFENSE
AGAINST MODERN WAR

American industry today is seeking to escape from over-crowded areas subject to enemy attack in an all-out war. Dispersion is vital to the safety of the nation's industrial machinery. Mississippi, out of target range, affords protection plus plenty of room to expand in a growing market.

Mississippi offers not only protection in the event of an all-out war, but will provide tax-free plant sites and buildings for industries under the exclusive BAWI plan. This plan authorizes political sub-divisions to issue bonds to purchase sites and construct buildings for desirable firms seeking new locations.

Here's a typical example: On January 15, 1951, citizens of Greenville, Miss., voted 2,306 to 31 in favor of issuing \$4,750,000 in bonds for a site and building for the Alexander Smith and Sons Carpet Company of Yonkers, New York, nationally known manufacturer.

Over 80 Mississippi communities have held successful bond elections to date—proof of their attitude toward new industry. You also can count on ready assistance with your problems from local and state officials and private individuals. For details of Mississippi's industrial progress write for the newest industrial booklet—"Inside Mississippi."

For Specific Information as to How Mississippi's BAWI Plan Can Provide a Building and Plant Site for Your Industry...
Call or Write

MISSISSIPPI
AGRICULTURAL AND  INDUSTRIAL BOARD
State Office Building Jackson, Mississippi

LITTLE GRAINS OF SAND

(Continued from page 18)

The Administration Defaults. If we had high moral leadership in our federal government, we would undoubtedly have high economic leadership. This we do not have and it is apparently futile to look for it from the President. If there is extravagance and waste in government bureaus, if the federal budget is loaded with items unessential to the defense effort, then it is "asinine" to ask the people to undergo austerity. If there is corruption and immorality among officials of high rank in government service, then it should not be surprising if the moral stamina of the people should tend toward a like level. Because of this sad situation great responsibility to provide the people with moral and economic leadership rests upon the Congress of the United States.

What Price Logic? As we all know, Britain's Labor government is a strong believer in nationalizing basic industries. It particularly believes that natural resources belong to the states and so should be taken over by the government. Thus the British government has nationalized Britain's fuel resources, as well as steel, transport and other industries.

Now the Iranian government has seized upon the happy example and decided to nationalize Iran's own fuel resources, the oil fields. The British government has sent a choleric note of protest. You see, Britain's government is in the position of owning more than 50 per cent of the stock of the Anglo-Iranian Oil Company, whose property is to be expropriated. That puts the shoe on the other foot.

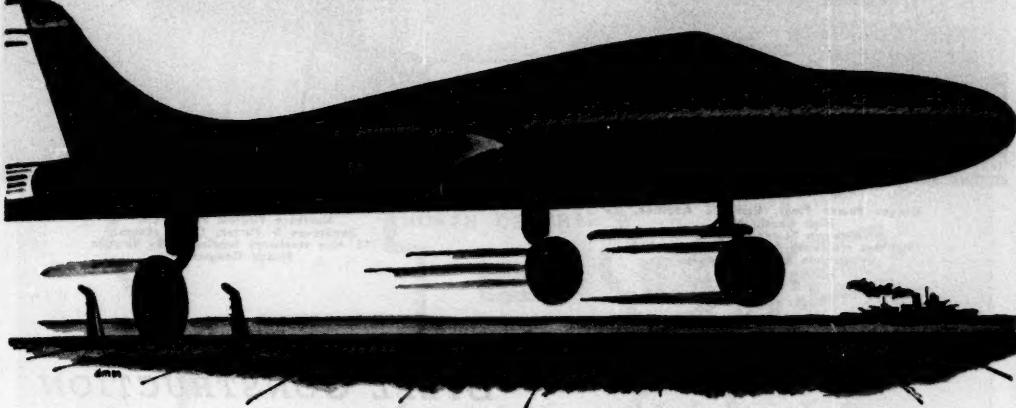
A Basic Industry. Electric power and steel are the indispensables of war production, and Russia's production of electric power is less than one-quarter of America's, and her output of steel about one-third of this country's. The Soviet Union can never hope to approach America in either field for one basic reason: she can't produce half as much coal as this country. And coal, as Winston Churchill has observed, is the foundation, to a large extent, the measure, of a nation's war effort. For coal makes power and it takes coal to make steel. And a generous estimate of 290 million tons of coal a year as Russia's output only equals the capacity of the new mines opened since 1945 by America's coal industry—the world's model of productivity, and the only really abundantly productive coal industry in the world.

Meritable. Creeping inflation gradually destroys the incentive to save. The capital funds which create and operate our industries are savings, the savings of businesses themselves and the savings of millions of men and women who put their money directly or indirectly into industry. If private sources of capital were to dry up industry would dry up or look to government for help. In either case it would be only a matter of time before government owned what is now private business—your business and mine.



When Uncle Sam says,

“GO!”



... let Barrett SPEED your Roofing Jobs!

America's great armament program is going to call for a lot of speed in a lot of places. New plants will have to be put up—and old ones reconditioned—"almost over night."

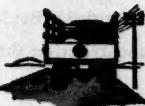
This, in turn, is going to call for a great many

new roofs. If you find yourself in need of a new roof in a hurry, you can't do better than to turn to Barrett. Barrett can give you the world's longest-lasting built-up roof in the shortest possible time. For Barrett speeds your roofing jobs in 4 important ways:

1 Barrett speeds specifications. Ready at hand are Barrett time-tested, scientifically calculated application specifications for almost every built-up roofing problem. These are so foolproof that Barrett® Specification® Roofs can be bonded for 20 years, and generally last much longer. Approved by the National Board of Fire Underwriters—Class A.



2 Barrett speeds deliveries. Strategically located supply points enable us to rush materials to your Barrett roofing contractor, and to your job when they are needed.



3 Barrett speeds application. Barrett does not have to rely on outside sources of supply for roofing pitch and felt. Because Barrett Specification® pitch and felt are made in our own factories, production can be controlled to meet demands. Your Barrett roofer can be sure that he will get the materials he wants when he needs them. No time lost on the job! Moreover, you can be sure that these materials will be of uniform high quality.



4 Barrett speeds you the finest possible roof. Skilled workmen make for fast jobs. Barrett Approved Roofers have had many years of practical experience, plus well-trained manpower, plus Barrett engineering help, to assure you the finest possible roofing job in the shortest possible time.



But don't wait until you're up against it before ordering necessary roofing work. Call in a Barrett Approved Roofer today, or write us.



THE BARRETT DIVISION

ALLIED CHEMICAL & DYE CORPORATION

40 East Street, New York 6, N. Y.

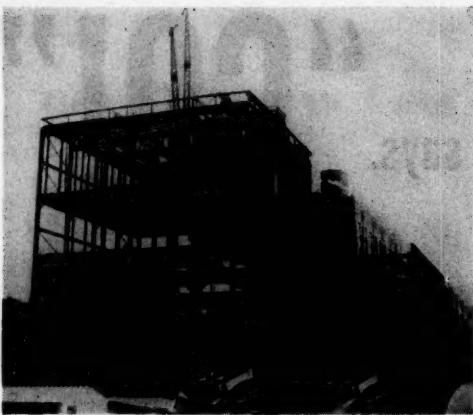
34th St. & Gray's Ferry Ave., Philadelphia 44, Pa.

200 W. Webster Drive, Chicago 44, Ill.

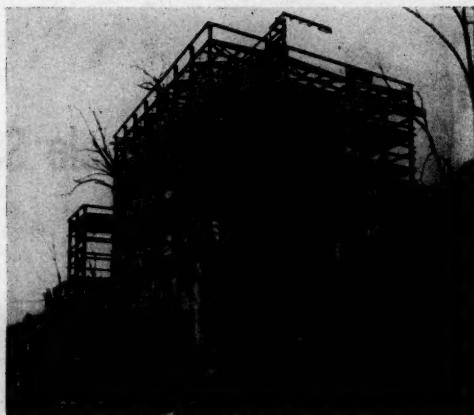
1327 8th Street, Birmingham 8, Alabama

In Canada: The Barrett Company, Ltd., 5551 St. Hubert St., Montreal, P. Q.

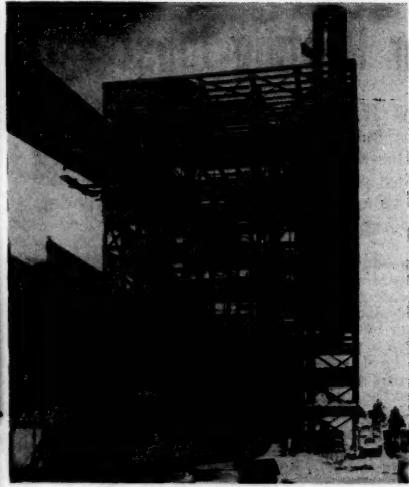
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Gorges Power Plant, Unit #26 Addition,
High Level, Ala.
Alabama Power Company
1800-ton steelwork furnished and erected
by Virginia Bridge Company.



Riverton Power Station, Front Royal, Va.
Northern Virginia Power Co.
Sanderson & Porter, Contr. Engrs.
1721-ton steelwork fabricated by Virginia
Bridge Company.



Chickasaw Steam Plant, Chickasaw, Ala.
Alabama Power Company
1100-ton steelwork furnished and erected
by Virginia Bridge Company.

STEEL CONSTRUCTION PRECEDES POWER PRODUCTION

Power is the heart of our country's industrial strength, and because only steel is suited to the unusual and exacting structural requirements of power producing units, Virginia Bridge seeks every opportunity to serve power development projects. Our organization ranks high in the quantity and quality of structural steel engineering, fabricating and erecting service furnished the Power Industry as it has continued to expand. With plants at Roanoke, Va., Birmingham, Ala. and Memphis, Tenn. Virginia Bridge can serve to advantage power plant construction throughout the South and Southwest.

STEEL STRUCTURES All Types

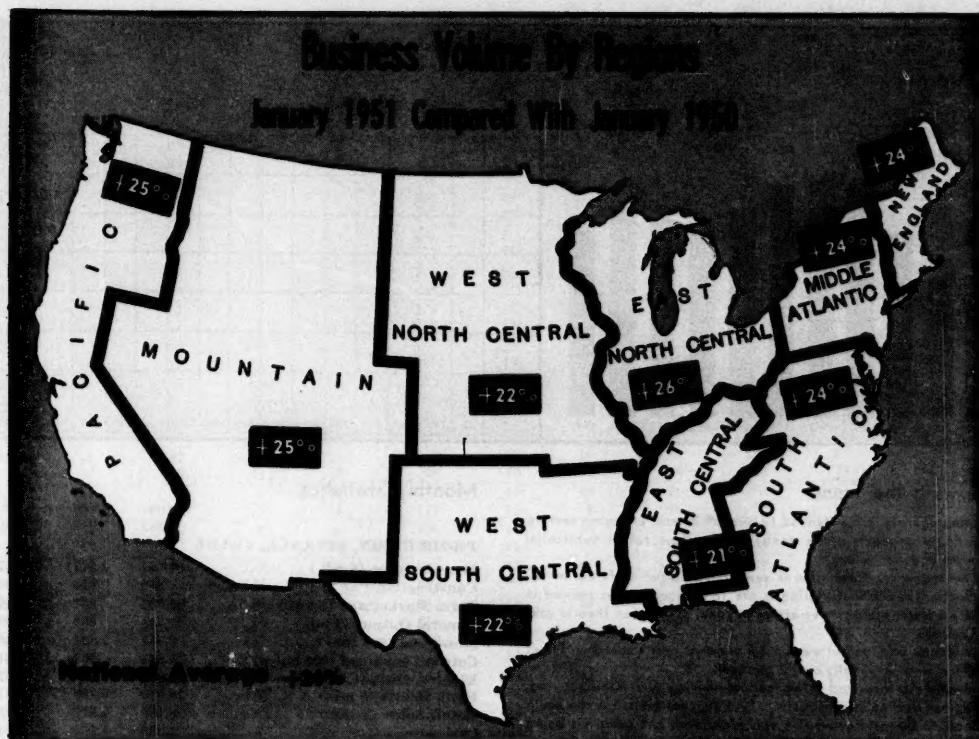


Virginia Bridge Company

ROANOKE BIRMINGHAM MEMPHIS NEW YORK ATLANTA DALLAS

UNITED STATES STEEL

— NATIONAL BUSINESS ROUND-UP —



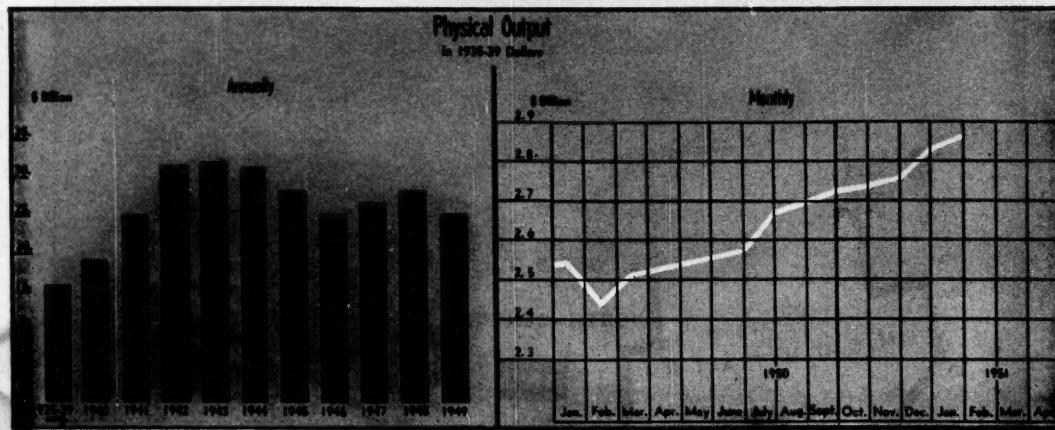
Business Volume By Regions (\$ Million)

January 1951 Compared With January 1950

Region	Farming	Mining	Construction	Manufacturing	Utilities	Finance	Wholesale Trade	Retail Trade	Service Trades	Business Volume	% +
New Eng.	'51 \$ 72	\$ 4	\$ 110	\$ 1,540	\$ 149	\$ 127	\$ 788	\$ 682	\$ 197	\$ 3,669	+24
	'50 67	3	93	1,119	134	118	660	577	169	2,940	
Mid. Atl.	'51 191	153	425	5,197	627	604	5,317	2,610	779	15,903	+24
	'50 157	115	341	3,788	569	572	4,438	2,174	661	12,815	
E. N. Cen.	'51 521	116	374	6,341	566	376	3,699	2,525	647	15,165	+26
	'50 467	85	310	4,546	507	355	3,071	2,137	538	12,016	
W. N. Cen.	'51 829	89	155	1,512	261	166	1,974	1,146	241	6,373	+22
	'50 703	62	120	1,099	234	152	1,667	975	204	5,216	
S. Atl.	'51 216	134	309	2,049	293	197	1,406	1,297	271	6,172	+24
	'50 190	96	232	1,551	262	179	1,162	1,072	230	4,974	
E. S. Cen.	'51 264	94	107	855	128	68	696	545	94	2,851	+21
	'50 250	70	79	618	118	61	608	467	80	2,351	
W. S. Cen.	'51 302	475	218	1,230	244	129	1,256	986	187	5,027	+22
	'50 346	325	165	913	224	115	1,051	825	155	4,119	
Mount.	'51 185	125	89	311	97	45	357	420	88	1,717	+25
	'50 163	85	64	220	86	40	291	344	72	1,365	
Facif.	'51 229	115	274	1,656	269	203	1,495	1,347	384	5,972	+25
	'50 203	82	215	1,110	249	185	1,254	1,141	318	4,757	
U. S.	'51 2,809	1,306	2,061	20,691	2,634	1,915	16,988	11,558	2,888	62,849	+24
	'50 2,546	923	1,619	14,964	2,383	1,777	14,202	9,712	2,427	50,553	
% +	'51 +10	+41	+27	+38	+10	+ 7	+19	+19	+18	+24	

SOUTHERN BUSINESS REVIEW

16 Southern States



Following the Trend

During January, prices tended to level off in most economic sectors. Agricultural products alone continued to show rather substantial increases in dollar value.

In consequence, dollar gain in productive output of farms, mines, construction, and manufacturing in the 16 Southern states showed in January a lesser margin over actual physical production than in previous months.

Physical, or unit, output was up 1.8 per cent over December. Prices in general were up slightly over 2 per cent.

Output gains occurred in agriculture, mining and manufacturing, with a small decline in construction. Even so, construction in the South continues to be maintained at a very high level, and contracts being awarded indicate that little slackening is to be anticipated in the next few months.

The same, and unslackening, levels are to be observed in all supplementary and distributive enterprise, with retail sales running a fifth higher in dollar value than a year ago.

Monthly Statistics

	Jan. 1951	Dec. 1950	Jan. 1950
PRODUCTION, FINANCE, TRADE			
Manufactures (\$ mil.)	4,561	4,521*	3,397
Construction Put in Place (\$ mil.)	609	578	502
Farm Marketing (\$ mil.)	882	887	860
Mineral Output (\$ mil.)	714	690	499
Iron-Steel (000 tons)	2,455	2,391	2,148
Cotton Consumed (000 bales)	944	707	664
Electric Output (mil. kw-hrs.)	10,913	10,300	9,277
Bank Debits (\$ mil.)	26,719	25,739	20,181
Retail Sales (\$ mil.)	3,105	4,672	2,568
Carloadings	1,230	1,180	980

*Revised.

Steel and iron data from reports of American Iron & Steel Institute; Carloadings, Association of American Railroads; Other data from U. S. federal agency statistics.

1951 Ushered in at Peak Levels

With this issue of Manufacturers Record, a comparison of new years begins.

Hitherto, comparisons have been as between 1950 and 1949. Now begins comparison between 1951 and 1950.

The change in years will see also a change in trends. In taking over the ball after a rather substantial slump in 1949, the year 1950 was able to run for long gains, these increasing in magnitude as the year climbed to higher and higher levels of business activity.

During the coming year, it can be expected that the procedure will be reversed, inasmuch as it would be physically impossible to expand output and distribution indefinitely at the rates that occurred in the latter half of 1950.

In consequence, the high percentage gains of January 1951 over January 1950, would normally be expected to

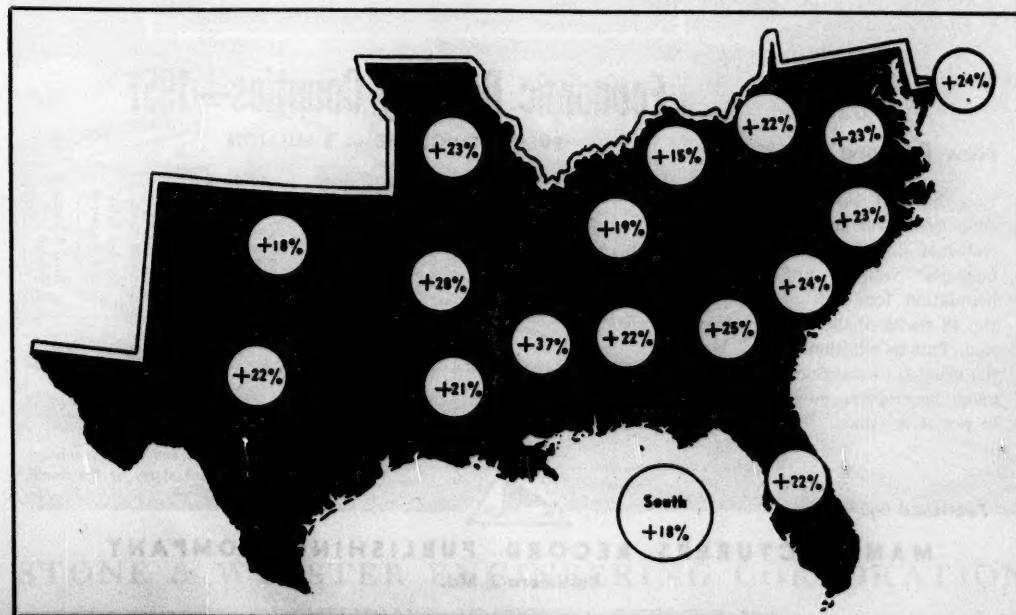
become progressively lower with each passing oncoming month.

Among the geographical regions of the Nation, the industrial empire centered in the East North Central States now takes over the leadership that was held throughout most of 1950 by the South Atlantic. Hot on the heels of this Region are the Mountain and Pacific States which recently have been undergoing intense industrialization.

In the South, the South Atlantic still continues to pace the other sections of the Region; but as noted in last month's Record, the time is now at hand when the industrial competitive strength of the South will have to face up to serious test. As can be noted from both tables and maps that follow, the combined Southern average of percentage gain, January 1951 over January 1950, is 2 per cent below that of the Nation at large.

Business Volume By States (\$ Million)
January 1951 Compared With January 1950

<i>State</i>	<i>Farm- ing</i>	<i>Min- ing</i>	<i>Con- struc- tion</i>	<i>Manu- factur- ing</i>	<i>Util- ities</i>	<i>Fi- nance</i>	<i>Whole- sale Trade</i>	<i>Re- tail Trade</i>	<i>Serv- ice Trades</i>	<i>Busi- ness Volume</i>	<i>% +</i>
Ala.	'51 29	\$15	\$30	\$234	\$33	\$19	\$147	\$147	\$20	\$674	+22
	'50 19	13	22	181	31	17	123	126	17	549	
Ark.	'51 45	11	18	76	20	8	79	89	15	361	+28
	'50 29	8	12	54	18	8	64	76	12	281	
D. C.	'51 0	0	23	20	10	25	114	104	28	324	+19
	'50 0	0	16	16	9	22	98	90	21	272	
Fla.	'51 46	7	62	101	44	34	219	228	50	791	+22
	'50 48	5	44	79	40	29	173	183	43	644	
Ga.	'51 34	3	44	308	45	26	282	193	29	964	+25
	'50 28	2	27	233	39	24	228	158	30	769	
Ky.	'51 123	57	23	256	37	16	148	139	27	826	+15
	'50 145	41	17	181	34	15	141	117	23	714	
La.	'51 37	70	37	206	52	21	237	146	33	839	+21
	'50 36	52	31	162	46	19	196	123	25	690	
Md.	'51 20	1	48	293	48	34	140	145	55	784	+24
	'50 17	1	40	216	43	31	115	121	44	628	
Miss.	'51 47	14	14	103	20	8	91	82	14	393	+37
	'50 23	10	10	61	18	7	74	70	12	285	
Mo.	'51 109	11	44	475	81	57	655	312	73	1,817	+23
	'50 81	8	34	350	73	52	554	264	61	1,477	
N. C.	'51 30	3	46	542	37	23	224	186	32	1,123	+23
	'50 24	2	35	416	33	22	195	154	26	907	
Okla.	'51 42	61	26	140	32	19	175	154	27	676	+18
	'50 59	43	18	104	30	17	149	128	24	572	
S. C.	'51 12	1	23	231	17	10	101	101	13	509	+24
	'50 10	1	18	177	15	8	85	84	12	410	
Tenn.	'51 65	8	40	262	38	25	310	177	33	958	+19
	'50 63	6	30	195	35	22	270	154	28	803	
Tex.	'51 178	333	137	808	140	81	765	597	112	3,151	+22
	'50 222	222	104	593	130	71	641	498	94	2,575	
Va.	'51 52	17	38	347	51	28	181	200	40	954	+23
	'50 45	13	31	261	47	26	146	163	38	770	
W. Va.	'51 13	102	16	159	34	10	100	105	19	558	+26
	'50 11	72	13	118	30	10	85	89	12	440	
So.	'51 882	714	669	4,861	739	444	3,968	3,105	620	15,702	+22
	'50 860	499	502	3,397	671	400	3,337	2,598	522	12,786	
% +	+ .2	+ 43	+ 33	+ 34	+ 10	+ 11	+ 18	+ 19	+ 18	+ 22	



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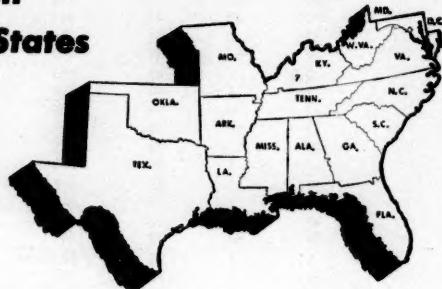
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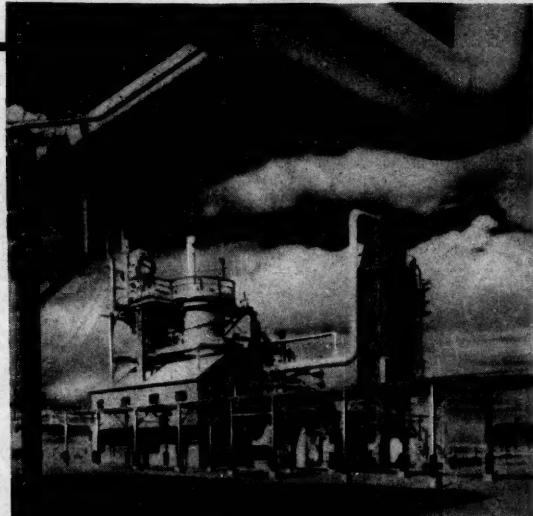
For the first time the Blue Book will show a National Roundup with business volume and population for each of the 48 states of the Nation. This in addition to the usual National Summary heretofore shown in previous issues.

Filled in for each and every county of
the 16 Blue Book states of the South.

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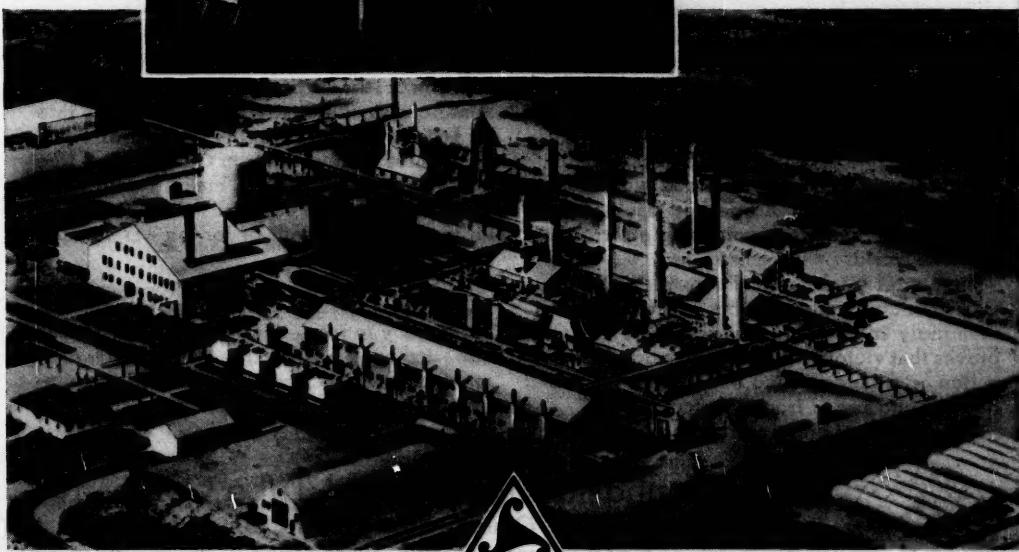
NOTHING IS WASTED

To insure maximum use of the field, the new Elk Basin Unit Repressuring Plant at Elk Basin, Wyoming, includes provision for recovery of over 90 per cent of pure elemental sulfur from sour gas and the generation of flue gas for repressuring. This releases the sweetened natural gas for sale purposes. Operated for the Unit by Stanolind Oil and Gas Company, the plant recovers propane, butane and natural gasoline from casinghead gas. Design and construction were by Stone & Webster Engineering Corporation.

•
Above: Sulfur Recovery Unit.

•
Center: Interior of Compressor House showing feed and inert gas compressors.

•
Below: General aerial view of plant.



STONE & WEBSTER ENGINEERING CORPORATION
A SUBSIDIARY OF STONE & WEBSTER, INC.



Christendom was saved by steel

ALL day long, waves of Arab horsemen beat upon the ranks of Charles Martel's veteran militia. But time after time, the enemy cavalry recoiled before storms of iron-tipped javelins, their shining scimitars unsuccessful. On the second morning, the Saracen leader, Abderrahman, was slain, pierced with many spears. The Moslem horde fled back across the Pyrenees, never again to menace the Western world.

Time after time, as at Tours in 732 A.D., Christian civilization has been threatened by seemingly invincible enemies. Yet history proves that victory invariably has gone to the nation or alliance which excelled in the production and use of iron and steel.

In the present era of alarms and crises, it is

reassuring to realize that America has greater capacity for making steel than all the rest of the world combined. Furthermore, the American steel industry is expanding at a rate far faster than that of all the dictator-directed economies behind the Iron Curtain. Our free and independent steel making and metal working industries can and will forge sinews for the peace we want or for the war we may be forced to fight.

So remember this: It is not only the threat of Muscovy to fear—America has itself to fear also—its misguided sentimentalists, its sheltered saboteurs—who seem to play communism's game by frittering away our strength and our resources.

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"What Enriches the South Enriches the Nation"

Northern T.V.A.?

The St. Lawrence Seaway, that perennial proposal, is again up for reconsideration by Congress through its Committee on Public Works of the House of Representatives. This political scheme, though located along our northeastern border, is of vital interest to our citizens everywhere.

The idea of a series of deep-water canals connecting all of the Great Lakes with the deep waters of the upper St. Lawrence and the ocean extends far back into history. Since the influx of advocates of government ownership into Washington in 1933, the St. Lawrence Seaway Project has been vigorously advocated by disciples of both the New and Fair Deals.

Capitalizing on the threat of a major war which would involve Canada as well as the United States, the proponents of this socialistic plan claim that such a deep waterway is essential to our joint defense as a submarine-free course between the iron ore deposits of Labrador and the Lake ports which feed our great mid-western steel mills. Of course these patriots have advanced other reasons for the inauguration of this billion dollar project from time to time, such as economical two way traffic between the grain producing states and our eastern seaboard and the by-product of abundant and cheap electric power. But strangely enough—or is it so strange in view of the present state of public opinion?—these zealots for national security are softpedaling the socialistic slants of the project.

Unfortunately the opponents of this gigantic government transportation and power project have failed to combat it as an unsound economic and social scheme, and have chosen, rather, to oppose it on the selfish grounds that it would harm their particular locality or industry.

As a transportation plan, the Seaway is impractical, in war or peace, because ice makes this water route impassable for at least five months each year. The southern and eastern railroads which now so adequately

carry the freight traffic throughout the entire year would still have to be equipped to serve for only the five worst operating months of the year. Only government subsidies leading to wasteful government ownership of these great carriers could keep these lines operating under such an impossible condition.

What has just been said about the railroads is equally true of the southern and eastern port facilities now fed for twelve months of the year by the present carrier.

The customary tear-jerking arguments of the proposals of public power, the so-called by-product of this grandiose scheme, are conspicuous by their absence. There are no benighted, barefooted Southerners to be lifted from their squalor. New York is the richest state in the union, and television for hunting and fishing lodges and ski resorts in the Adirondacks makes poor social propaganda.

In spite of the many objections to this proposal which have only been touched on above, there quite probably may be many people who would still be in favor of it. This country has thrived on differences of opinion. To such people, H. G. Huhn, in a recent letter to the *Chicago Tribune*, suggests the American way to accomplish their avowed objectives. Mr. Huhn writes: "If the St. Lawrence waterway project will do what its advocates would have us believe, let them say to Congress that they propose the creation of a privately owned canalization company. Let them sell stocks and bonds to the cities, states, individuals, and corporations who think this would be a good investment. Let them first get approval from the SEC. They should agree that canal tolls and power charges will be regulated by the ICC and the Federal Power Commission. If the waterway is as logical as they claim, they can by these means have it quicker and cheaper than if built by the United States and Canada. If the project is a failure, the proponents and not Uncle Sam will hold the bag. Our nation is already so deeply in debt that the answer should be a big 'no' on all spending including waterways."

South Faces Challenge In War Goods Production

By Caldwell R. Walker
Editor, *Blue Book of Southern Progress*

HOW does the South's industrial strength shape up for the months and years that lie ahead?

As noted in the commentary accompanying Southern Business Review, the time is at hand when this strength will encounter increasing competition so far as comparison with the rest of the Nation is concerned.

The year 1950 wound up with the South on a virtual par with the Nation when compared with results of 1949.

Summaries for January 1951 compared with January 1950 do not, however, show so favorably. The South shows a lag of 2 per cent behind the Nation as a whole.

Change of Method—It is true that the comparisons previously made, and henceforth being made are not strictly compatible. The former were based only on dollar production of farms, mines, construction, and manufacturing; whereas current and future comparisons will be on the basis of total business volume.

The latter procedure has been made possible by borrowing sampling techniques from the 1951 edition of the *Blue Book of Southern Progress*, now on the press, which will be ready for distribution within the next two weeks.

Hitherto used only on an annual basis in the *Blue Book*, these samplings have been successfully adapted to a month-to-month basis for use in the Business Review section of the RECORD. And since incomes emanate from all sources of the economy, distributive as well as productive, it is believed that total business volume is a more accurate measure of economic progress than productive activity alone.

Just how far this switch in methodology affects the relative rating of the South can only be determined by breaking down total volume into its component parts and analyzing each.

For convenience toward this end, certain parts of our Business Review will be discussed in this article. Beginning with agriculture:

Farm Business Volume—\$million		
	1951	1950
		Gain
The South	\$ 882	\$ 860
The Nation	2,809	2,546
South's %	31	33

It is quite obvious that, in this sector, the South lost some ground. This is most notably true in Kentucky which sold a considerably lighter crop of tobacco, and in Texas where cotton market receipts were down by one-third. Oklahoma's receipts were also down about 7 per cent. All other Southern states were, however, either on a par or ahead of a year ago.

Looking next at mines:

Mine Business Volume—\$million

	1951	1950	Gain
The South	\$ 714	\$ 499	43
The Nation	1,305	923	41
South's %	54	54	

Little to choose here, between the South and Nation, with the former having a slight edge. Outstanding gains in the South were made by West Virginia, participating in both coal and petroleum production, and in Texas where large gains were registered in petroleum and substantial gains in metallic and nonmetallic minerals.

In the field of construction:

Construction—\$million

	1951	1950	Gain
The South	\$ 669	\$ 502	33
The Nation	2,061	1,619	27
South's %	32	31	

Construction continues to be one of the bright spots in Southern economy. Only one region of the Nation, the Mountain States, was able to muster a higher margin of gain than the average for the South, and aside from the small volume of that region, every section of the South outpaced all other regions. Contracts awarded, as compiled by *Construction*, companion publication of MANUFACTURERS RECORD, give evidence that the current high rate of activity is due to be sustained considerably beyond the immediate present.

Looking at manufacturing:

Manufacturing—\$million

	1951	1950	Gain
The South	\$ 4,561	\$ 3,897	34
The Nation	20,691	14,964	38
South's %	22	22	

It is in the manufacturing sphere that the challenge to the South will be felt most severely. Only one region of the South, the East South Central, was able to keep pace with the national average in January, the others falling behind 4 and 6 per cent, respectively. Prime mover in East South Central's showing appears to be Kentucky's swiftly expanding metalworking industries. Also, however, note should be taken of the fact that all four states in this group—Kentucky, Tennessee, Alabama, and Mississippi, are now being compared with a particularly lean period for them all in 1950. Hence, current showing must be attributed to poor output in January 1950 as well as excellent performance now. This is particularly true of Mississippi which had an unusually bad year in 1950 in every respect, but is rebounding now to such an extent as to lead the entire South in business volume gain over last year.

These four industries, farming, mining, construction, and manufacturing, round out productive activity, the composite value of which was used last year for making comparisons. If the four industries were combined into a total, the result would be as follows:

Productive Business Volume—\$million

	1951	1950	% Gain
The South	\$ 6,826	\$ 5,268	29
The Nation	26,886	20,052	33
South's %	25	26	

It can be seen, therefore, that the shift in procedure from comparison of productive activity to comparison of total business volume has not been to the disadvantage of the South. To the contrary, it presents a more favorable picture.

At the same time it is a fair comparison, and a practical one. It requires all parts of the economy to make the whole, and incomes represent the prime factor from no matter what source they are derived. Business volume of all types contributes to incomes.

Probable Future Outlook—For the near future, it is reasonable to believe that the South may lose some additional ground in comparison with the industrial activity of the country as a whole.

This is certainly true if the national economy increasingly trends toward production of war materiel with emphasis on metal products. The South's lesser preparation for this type of production unquestionably constitutes a handicap too great to be overcome in the months that lie immediately ahead.

Furthermore, past performance confirms this probability. As often stated before, Southern economy is a more stable economy than that of the average for the United States. It falls less in the slumps and rises less in the booms. The reason is not far to seek. Booms call for capital goods of durable category. Slumps cause, or are the cause of, slackened demand in this sector. With its highly nondurable goods structure, Southern manufacturing sells on a more even keel but misses thereby the tops of industrial peaks.

For this year at least, the South will turn in an excellent account of itself if it can stay within a few percentage points of the national average.

Long Term View—Looking at the situation in view of the longer term, many features of the outlook are different. The current high rate of construction activity in the South is by no means the result of home building alone.

Industrial projects are going forward at great speed, and have been doing so throughout 1950, as construction figures in the 1951 *Blue Book* will clearly show. Furthermore, the major portion of these projects are not made up of new facilities for food, textile and other nondurable goods production.

They are, rather, new plants for iron and steel, machinery and transportation equipment. Their time is not yet, but as their development proceeds to culmination, Southern economy will shift into higher gear—whether in peace or war, in booms or recessions.



450,000 persons visited the exhibition of 10,000 products manufactured in the Greater Miami area.

Exposition Reveals Miami's Industrial Potential

THE second annual Greater Miami Manufacturers' Exposition (Mar. 2-11) offered dramatic proof that this area's spiraling industrial establishment is a new and powerful potential source for defense production.

Appearance during the exposition of Army Secretary Frank Pace, Jr., and top Army, Navy, and Air Force procurement officers demonstrated it. Their admissions on what they saw confirmed it.

10,000 Products — The show in 100,000 square-foot Dinner Key Exposition Hall presented 10,000 products of 225 of this area's 1,046 manufacturers. Exposition officials estimated 450,000 persons saw the ten-day show, only 30,000 under the metropolitan Miami population. The estimate was based on actual counts made four times daily.

Procurement Officials Present — Among procurement officials were Brig. Gen. A. Robert Ginsburg, assistant to Defense Secretary George C. Marshall; Philip G. Read, small business advisor to the office of naval materiel; Col. C. Wingate Reed, commanding officer, Birmingham, Ala., ordnance district; Lt. Col. R. E. Masters, assistant procurement chief, air materiel command, Wright-Patterson Field, Dayton, Ohio, and Maj. William Weaver, chief of southern procurement district, Fort Worth, Texas.

Industrial Potential of the Area Cited — The officials conducted a clinic in which they offered information pertaining to defense contracts. During the three days of their visit, they inspected the exposition, visited industrial plants and conferred with local manufacturers. They agreed unanimously the area has a great defense industrial potential.

These reasons were advanced:

Ample and inexpensive factory sites; adequate industrial housing; available labor supply; fast domestic and foreign distribution; low construction and operating costs due to climate, and a climate assuring high health standards and maximum man hours of work.

Show Sponsors — The exposition was under the joint sponsorship of the City of Miami and Dade County and operated

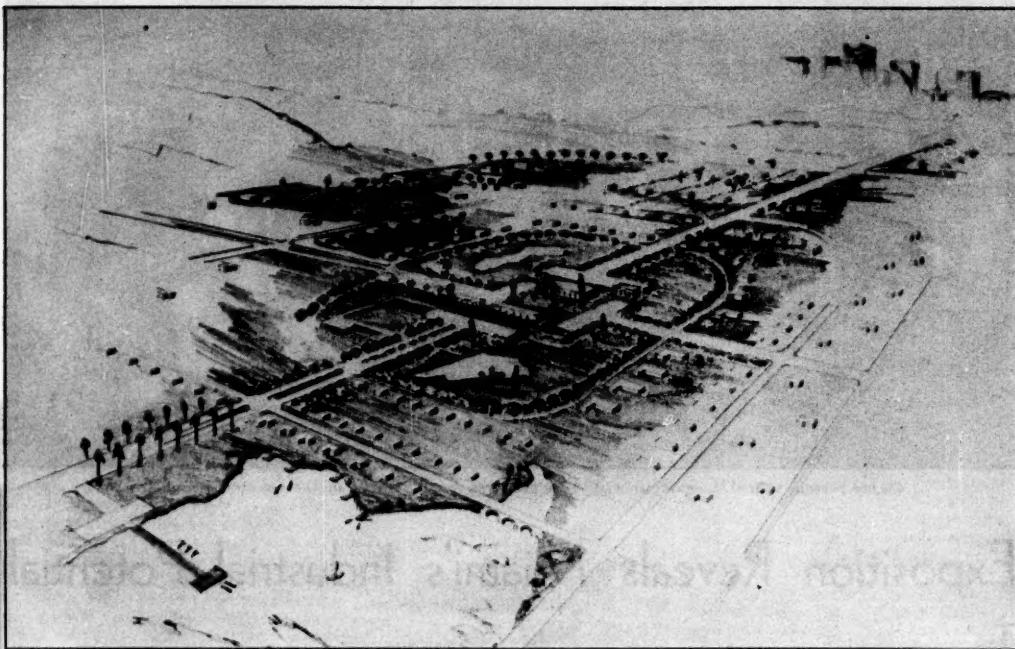
by a committee headed by Thomas E. Grady, president of the Greater Miami Traffic Association.

Aftermath — As an aftermath of the show, plans were being formed to organize local manufacturers into a co-operative effort to obtain contracts on a pooled basis. If completed, it may set a pattern for activities of other areas with small industrial plants.



An attractive combination of well known Florida products.

CONSTRUCTION



Neighborhood village for retired people at Tallahassee, Fla., planned by the State Improvement Commission.

First Quarter Awards Hit New Peak

By S. A. Lauver
News Editor

SOUTHERN construction in the first quarter of this year is at the all-time record of \$2,301,493,000, or more than three times the figure for the comparable period of last year.

Industrial projects valued at \$1,542,016,000 were the heaviest factor in the precipitous ascent and amounted to over two-thirds of the three-month aggregate.

Completing the peak figure were \$277,562,000 for private building, \$217,627,000 for public building, \$134,963,000 for heavy or engineering projects and \$129,325,000 for highways and bridges.

Private building represented a small increase of six per cent above its comparable three-month figure of last year. Two of its elements were up; two down.

Despite federal financial restrictions, private residential building with its \$216,555,000 total, rose eight per cent. Office building, total \$19,638,000 for the three months, was also up. The increase amounted to forty per cent.

The balance of the private construction field declined. This involved most of the types of work on which outright construction curbs have been applied by the National Production Authority.

Assembly buildings, which embrace churches in addition to theatres, auditoriums and fraternal buildings, totaled \$20,859,000 in the first quarter, a drop of sixteen per cent. Shrinkage in commercial building was about seven per cent. The total was \$20,510,000.

The \$217,627,000 public building figure was seventy-five per cent larger in the first three months than it was in the initial quarter of last year. Both schools and other public building showed substantial rises.

Public buildings, including hospitals and federal, state and county structures were valued at \$177,775,000. This is almost two and one-half times the value of such work in the same period of 1950. The current total for school projects is \$99,852,000, or a rise of thirty per cent.

Public heavy and engineering construction amounted to \$264,288,000, this including \$129,325,000 for highways and bridges.

SOUTH'S CONSTRUCTION BY STATES

	March, 1951		Contracts Awarded		Contracts Awarded	
	Contracts	Contracts	First Three Months	First Three Months	First Three Months	First Three Months
Alabama	\$29,033,000	863,277,000	\$126,489,000	\$15,964,000		
Arkansas	62,427,000	31,457,000	76,377,000	11,970,000		
Dist. of Col.	9,645,000	6,486,000	15,811,000	11,470,000		
Florida	35,700,000	4,000,000	100,000,000	35,700,000		
Georgia	23,185,000	12,621,000	49,321,000	26,966,000		
Kentucky	9,965,000	36,793,000	867,888,000	7,732,000		
Louisiana	51,763,000	59,413,000	196,716,000	72,745,000		
Maryland	44,676,000	28,548,000	172,600,000	83,494,000		
Mississippi	47,387,000	25,782,000	63,522,000	24,618,000		
Missouri	10,913,000	61,798,000	80,137,000	31,434,000		
N. Carolina	21,696,000	23,190,000	54,721,000	37,592,000		
Oklahoma	7,190,000	25,375,000	25,862,000	24,056,000		
S. Carolina	16,872,000	11,479,000	327,984,000	28,855,000		
Tennessee	10,763,000	6,060,000	35,000,000	30,775,000		
Texas	173,199,000	129,666,000	417,771,000	164,659,000		
Virginia	31,899,000	92,818,000	76,181,000	75,672,000		
W. Virginia	2,578,000	26,323,000	5,256,000		
TOTAL	\$577,160,000	\$718,121,000	\$2,301,493,000	\$719,333,000		

and \$134,963,000 for other types of heavy work.

The \$134,963,000 represented a rise of thirty per cent and includes \$81,754,000 for dams, drainage, earthwork and airports, \$41,683,000 for sewer and water work and \$11,526,000 for government electric projects.

The dam-drainage-earthwork-airport category shows an increase of over twenty-one per cent. Sewer and water work is stronger by seventy-one per cent. Government electric projects have slowed.

Highway and bridge construction so far this year is about ten per cent below the \$144,763,000 registered in the similar period of 1950. However, the current figure is more than forty-two per cent higher than the average for the first quarters of the last five years.

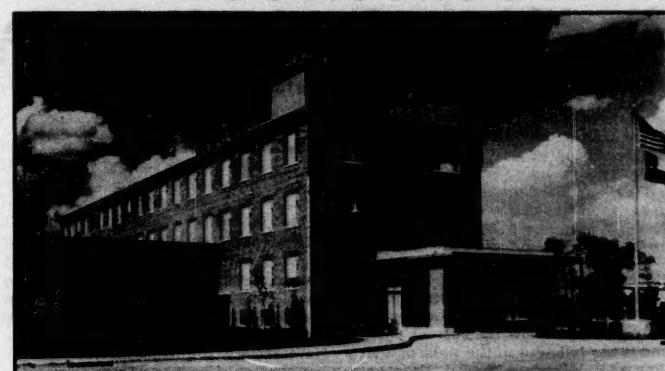
The highway picture was outlined in a recent talk by the president of the American Road Builders Association. In 1945, he pointed out, the country had only 30,000,000 motor vehicles registered. Now, there are 48,500,000. Present costs mean expenditure of \$200,000 or better for a mile of highway; ten years ago, what was then considered a modern road cost as little as \$50,000 a mile.

March awards for southern construction were valued at \$577,160,000, this representing the substantial increase of two hundred fifty-eight per cent when compared with the same month of 1950. The figure, however, is a ten per cent drop from the preceding month.

The March total is made up of \$344,013,000 for industrial construction, \$80,272,000 for public building, \$56,114,000 for private building, \$49,250,000 for heavy engineering construction, and \$47,250,000 for highways and bridges. This latter represented an increase; the others all showed drops.

While the industrial construction total was a slight decline—eight per cent—it was a continuation of the large volume which has prevailed in the previous three months. The peak of the period occurred in January, when an \$820,619,000 total was recorded. In February, the value dropped to \$377,384,000.

Public building occupied second place in value in the March total. Included were \$48,386,000 for government buildings and



Humble Oil & Refining Co.'s. new refining research building at the Baytown, Tex. refinery.

hospitals and \$31,886,000 for hospitals. These represented an increase of fourteen per cent and a decrease of eighteen per cent, respectively, from levels of the preceding month.

The March private building total is thirteen per cent below the comparable month of last year and twenty-seven per cent under the month immediately preceding in the current year.

SOUTH'S CONSTRUCTION BY TYPES

	March, 1951	Contracts Awarded	Contracts to be Awarded	Contracts Awarded First Three Months 1951	Contracts Awarded First Three Months 1950
PRIVATE BUILDING					
Assembly (Churches, Theatres, Auditoriums, Fraternal)	\$7,057,000	\$11,977,000	\$20,850,000	\$24,834,000	
Commercial (Stores, Restaurants, Filling Stations, Garages)	2,709,000	5,457,000	20,510,000	22,081,000	
Residential (Apartments, Hotels, Dwellings)	45,949,000	92,835,000	216,555,000	200,492,000	
Office	390,000	210,000	19,630,000	14,017,000	
	\$56,114,000	\$110,500,000	\$277,562,000	\$261,437,000	
INDUSTRIAL					
PUBLIC BUILDING					
City, County, State, Federal and Hospitals	\$45,296,000	\$49,455,000	\$117,775,000	\$47,636,000	
Schools	21,886,000	36,106,000	50,452,000	76,457,000	
	\$60,272,000	\$85,563,000	\$217,627,000	\$124,193,000	
ENGINEERING					
Dams, Drainage, Earthwork, Airports	\$29,210,000	\$79,131,000	\$81,754,000	\$67,283,000	
Federal, County, Municipal Electric	3,211,000	76,875,000	11,555,000	11,710,000	
Sewers and Waterworks	17,000,000	27,650,000	41,683,000	24,362,000	
	\$49,511,000	\$177,665,000	\$134,963,000	\$105,281,000	
ROADS, STREETS, BRIDGES					
	\$47,250,000	\$36,700,000	\$129,325,000	\$144,763,000	
TOTAL					
	\$577,160,000	\$718,121,000	\$2,301,485,000	\$719,333,000	



In the center foreground is an artist's sketch of the new cellulose plant being built by Olin Industries, Inc., Pisgah Forest, N. C. Production is scheduled for September.

Stock Market Reaches Stalemate

Investors mark time awaiting further anti-inflation moves.

By Robert S. Byfield

Financial Editor

LAST month we intimated in this column that quotations for common stocks might just level off instead of dropping sharply, that trading activity might decline and public interest lag. This, in fact, is now the current pattern and it has followed in the wake of a very long and active bull market. Until quite recently, "inflation" was something of an abstraction which almost everyone talked about and yet which continued without serious interference from Washington. The Treasury-Federal Reserve Board controversy which had run a zig-zag course for many months finally resulted in the removal of the "peg" for long term U. S. Treasury issues which had been in evidence from time to time for a good many years. The non-bank-eligible Treasury 2 1/2s of 1967-72 which had been supported in early March at 100 22/32 found their way down to slightly above the 99 level within the course of a relatively few days after the fixed price support of the Federal Reserve Board ceased. The result has been an orderly rather than a one-price market, and an important cause of the recent monetary inflation has accordingly been removed.

What Has Contributed to Price Rise?

In retrospect, Washington's monetary policy for the past year and a half has definitely contributed to the rise in commodity prices which has plagued our economy. After Korea a substantial expenditure for armaments was definitely in the cards and the public naturally assumed, as it drew on its World War II experience, that many varieties of goods and services would become unavailable or at least scarce, and that future rises in prices would become inevitable. There was a great deal of scare buying on the part of individuals, but when Washington talked freely about the possibility of price and wage ceilings, businessmen assumed they had better make preparation for such controls. It was natural to expect that inventories would rise, if for no other reason than that it was prudent to prepare for eventualities. In fact, since Korea inventories at all levels have risen about \$11 billions, bank loans have moved up about \$9 billions, and while currency outside of the banking system has risen only moderately, nevertheless adjusted demand deposits have risen about \$7 billions or over 8%. Here is a textbook case of credit expansion resulting largely from a sudden change in psychology which the Korean situation injected into our national life. The Federal Reserve Board has at all times been clothed with ample power to prevent monetary inflation of

this character. It is true that the rediscount rate was raised from 1 1/4% to 1 3/4% last August and that selective controls on credit have been instituted principally in the case of installment purchases and stock exchange margin requirements. Nevertheless, the banking system today has substantially greater excess reserves than it had just before Korea for the reason that instead of selling or at least holding intact its portfolio of Government securities the Federal Reserve System actually added to it to the extent of \$35 billions of bonds. It is true that a portion of this has been offset by a flow of gold to other countries, but it was not sufficient to prevent the almost classic increase in demand deposits, excess reserves and bank loans which occurred.

Reasons for Federal Reserve Policy

There has been no secret as to the reasons for Federal Reserve policy of this character. The U. S. Treasury naturally wishes to keep its cost of borrowing as low as possible and hence the pressure to have the price of its long term securities supported artificially, come what may. Taken by itself, a policy of this kind can be defended, but when one considers the frightful cost to the nation's economy of the constant threat of monetary inflation which became all too realistic since Korea, the game is not worth the candle. The stability of the general price level is far more important to the American economy than the price at which the Government can borrow money. The defenders of the Treasury have constantly called attention to the "needs of debt management." It is acknowledged that one of the problems faced by Washington is the difficulty of handling the \$35 billion of Series E bonds which are outstanding. A rise in interest rate would make it difficult to keep this amount or any other amount of Series E bonds outstanding in the hands of willing holders. But it occurs to us that a further drastic rise in commodity prices which would reduce the purchasing power of these bonds might likewise result in an unmanageable volume of redemptions.

Additional Measures Necessary—If we are to interpret the recent move of the Federal Reserve Bank as an answer to inflation, we must observe that this alone will not accomplish what is necessary. The Federal Government must take fiscal as well as monetary measures to protect the currency and to stabilize commodity prices. The current budget of the President has some highly inflationary possibilities in that it seeks to provide ample armament for defense purposes, maintain

an adequate military establishment, but at the same time it makes little provision for the reduction of non-defense spending. It is true that demands are made for taxes to match the gargantuan outlay of approximately \$71 billions, but it seems doubtful that a pay-as-you-go policy could be followed with a "business as usual" attitude on the part of the Departments at Washington.

Investors' Dilemma—Investors naturally find it difficult to make decisions without knowing whether the Government is willing to follow up its own initial anti-inflationary move with others that seem to be necessary. Washington holds the key to the future. To stop inflation good many toes will have to be stepped on and a great deal of Government spending must be curtailed. As Senator Byrd and the Hoover Commission have both pointed out with unusual clarity, much fat can be trimmed from non-defense requests. There are such items as social security, non-military foreign aid, farm commodity supports, public power installations, aid to the States, the Post Office deficit, etc. Tremendous slashes amounting to perhaps a maximum of \$7 billion or \$8 billion could be made if there is a will to do the job, but powerful vested interests will probably intervene. For example, the farm bloc may be counted on to resist any interference with the present schedule of farm price supports. The irony of this is that, while everyone seems to be against inflation, food prices which comprise a substantial part of the average American's budget have the benefit of escalator arrangements. Similarly situated are large and strongly placed groups of union workers who also have escalator clauses in their wage contracts through cost-of-living and productivity bonuses. By way of contrast there are important other segments of the population who do not have the benefit of such escalator clauses and must therefore bear more than their full share of the burdens of inflation. Chief among these are the bond investors who are really needed more than ever because the savings which they withhold from consumption are necessary to bridge whatever gap may be formed by the excess supply of money from defense spending and the relative scarcity of consumers goods.

A Pause is Indicated—As may be gathered from the above, the primrose path of inflation has many attractions to many important groups of the American people. Someone has said that in its early stages "inflation is fun." This unfortunately is all too true and the decisions which must be made in the ensuing months by Government officials at the higher policy levels may be politically unpalatable. Unless they are made in the interest of a stable currency, the wage-price spiral which has continued for many months and years cannot be interrupted. In the absence of definite clues as to what is going to happen, it is quite possible that the speculative securities markets may mark time. In any event, they would be entitled to a period of rest after the long upward trend from the rather low levels of June-July 1949 which marked the beginning of the present bull market.

Bethlehem Official Warns Of Perils Facing U. S.

TWO forces today threaten the American way of life—the one from behind the iron curtain of Communism; the other from within the country's borders—and "the next few years will decide whether we can preserve our economic and individual freedom."

A. B. Homer, president of the Bethlehem Steel Co., early last month so warned an overflow luncheon audience of the Baltimore Association of Commerce in a thirty-minute talk in which he said, "It would be dangerous to underestimate the gravity of the challenge to our way of life and the perils that we face."

America's steadily mounting productive capacity was termed "a great source of confidence as we prepare to meet the challenge." Harnessing the potential of industrial production in the United States in World War II, he said, "was the supreme all-time example of organized effort," and that potential "is still available and in a much stronger position to produce promptly" now than at that time.

Bethlehem's Growth — Bethlehem's overall steel capacity is now forty-two per cent greater than at the beginning of the second World War. By the end of 1952 it will be fifty-six per cent larger, with a total ingot capacity of more than 17,500,000 tons a year. This will be about equal to the capacity of the entire socialized British steel industry.

Annual steel capacity for the United States is expected to reach around 118,000,000 tons in 1952, he revealed, and "today, the United States and the other nations of the West together can out-produce Russia and her satellites in steel by something like four or five to one. But if western Europe fell into Soviet hands this ratio would change to our grave disadvantage."

Mr. Homer pointed with pride to the part the big Bethlehem plant at Sparrows Point, Baltimore, was playing in the country's steel industry. It is the largest in the Bethlehem group, he stated, and its capacity has been increased seven times the 672,000 tons of 1916 with current expansion adding 740,000 tons that will mean an annual capacity of over 5,500,000 tons of steel by late 1952.

New Ore Sources—Ore from deposits discovered back in depression days when Washington authorities were scolding the steel industry for over-expansion is beginning to arrive from the Orinoco River area of Venezuela just at the time it is needed to support expansion of steelmaking facilities at Baltimore, Mr. Homer pointed out. The new mines will soon be producing 3,000,000 tons, an annual output that can be stepped up to 5,000,000 tons, and most of it will be used at Sparrows Point.

Shipbuilding Outlook—Stressing Bethlehem's shipbuilding potential as larger than that of any other organization of its

kind, the Bethlehem executive described the Sparrows Point plant as the "most modern commercial shipbuilding yard in this country" and the Key Highway repair yard on the Upper Baltimore harbor as "one of the best-equipped repair yards anywhere."

The shipbuilding outlook is brighter than it was a few months ago. Bethlehem is starting work on three tankers at Spar-

rows Point and also has orders for three Great Lakes ore carriers and five fast cargo ships for the Maritime administration—all new business that should mean a fair volume there for the next two years.

The one bright spot in the picture is that the private companies have managed to keep their facilities in good working order and to maintain a nucleus organization and experienced personnel. "We are ready to go, if needed, as are many other industries," he said, despite the "lack of appreciation of the national importance of shipyards."

Inflation Must Be Curbed—A balanced national budget was advocated in the Baltimore talk as the "first essential" to



A. B. Homer, President of Bethlehem Steel Company, addressing the Baltimore Association of Commerce on March 6. On Mr. Homer's left are seated Mayor D'Alesandro, Association president, S. Page Nelson and Bethlehem's vice president in charge of all steel plants, Stewart J. Cort.

rows Point and also has orders for three Great Lakes ore carriers and five fast cargo ships for the Maritime administration—all new business that should mean a fair volume there for the next two years.

From a long-range viewpoint the nation's merchant marine and shipbuilding industry are still facing a struggle, and in Mr. Homer's words, "the underlying need to work toward a satisfactory permanent shipping program remains as urgent as ever." He expressed the hope that some day the country may learn that sea power and ocean transportation are vital to existence.

Discouraging to private companies is the amount of business they are losing to government-owned yards. The amount of Navy work done by private yards—who pay taxes and accept the risks under the free enterprise system—has steadily diminished, while the volume performed by Navy yards has expanded until the latter now have more employees than all the country's private yards put together.

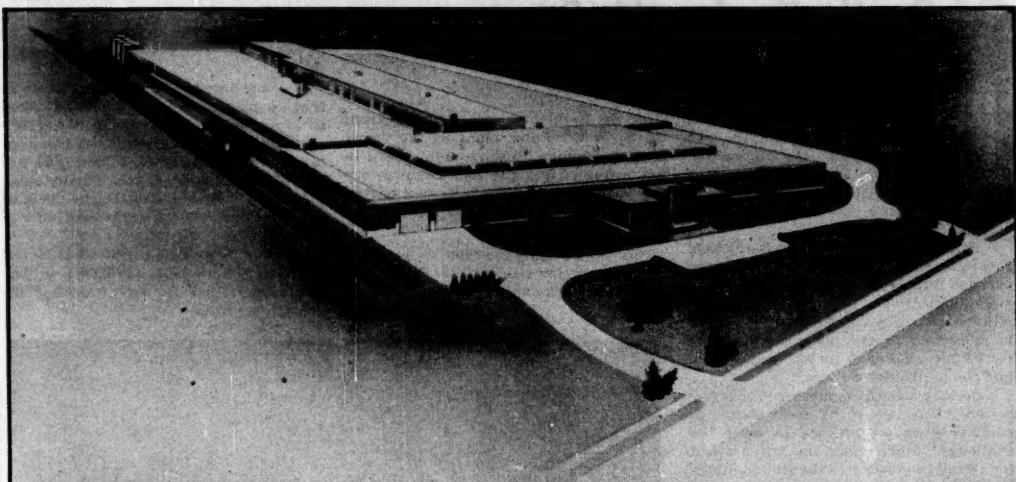
Handling such a high percentage of

ward curbing inflation. Price and wage controls were described as stop-gaps unless backed up by other measures "that really get at the fundamentals, such as sound tax and credit policies, stringent economy in government and a balanced budget."

Be Alert to Danger of Socialism—The people have the right to insist that the present danger be not used as a pretext for putting across any schemes in the direction of Socialism, schemes that would never stand a chance in normal times. Our way of life can be destroyed just as effectively by termites secretly boring away at the foundations of our political and economic freedom as by enemies from without.

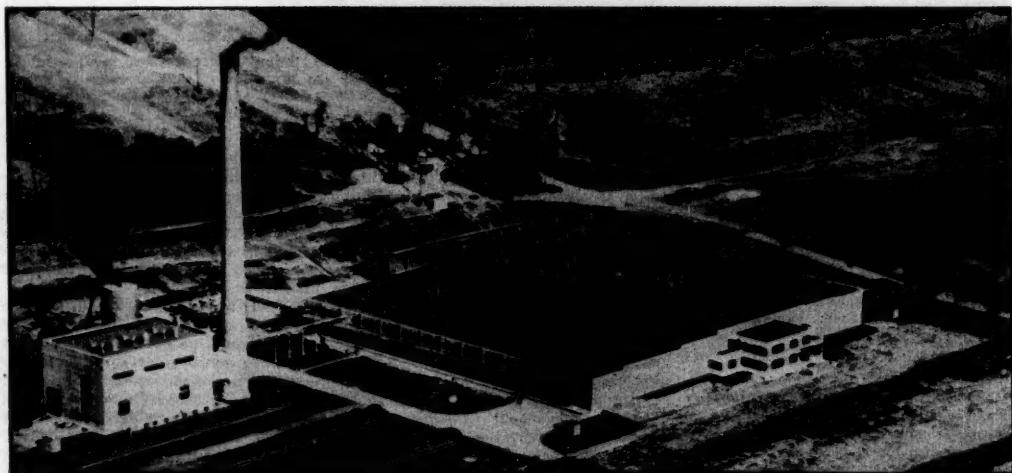
"The American people have been fortunate recently in having the chance to watch Socialism at work in other countries. They have seen it in action, and they don't like it. They don't want it here, even under some innocent, fair-sounding name. They will never willingly choose Socialism, not let themselves be led into it, not if they know it."

INDUSTRIAL EXPANSION



IN TENNESSEE

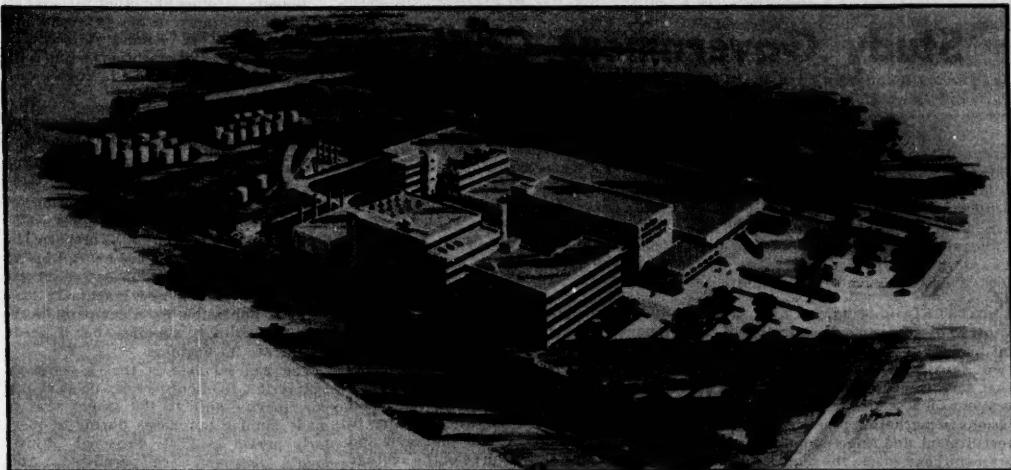
Mammoth new Memphis plant of Plough, Inc., manufacturers of St. Joseph Aspirin and many other drugs. This streamlined facility covers 250,000 sq. ft., and houses executive offices and 90% of the firm's manufacturing and warehousing operations.



IN VIRGINIA

Burlington Mills is increasing the capacity of its Altavista finishing plant by some 140,000 sq. ft. of warehouse space. The addition, reported to cost in excess of \$750,000, is being built by the Daniel Construction Co., Greenville, South Carolina.

INDUSTRIAL EXPANSION



IN MISSOURI

New Lever Brothers Company plant being erected on a 27-acre property in Pagedale, St. Louis County, for the manufacture of detergents, shortening and margarine. The first unit of this huge project will cost an estimated \$5,000,000. Excavation is already underway.



IN SOUTH CAROLINA

Maverick Mills new \$3,000,000 White Horse Mill, under construction at Greenville, is now more than half completed, according to the general contractors, Daniel Construction Co. This is one of only two complete cotton mills built in the South since World War II.

Study Government Controls —Buying Methods

By Sidney Fish
Industrial Analyst

KNOWLEDGE of how to take full advantage of government controls will pay off in a big way during the next year or two. Equally important will be the steps that each company takes to place its operations on a semi-war basis, through revisions in marketing practices, manpower recruitment and selection, etc. The Government has become the biggest buyer of goods and services in the country, and selling to the Government will be vital to many producers.

Example of Importance of Know-how— No better illustration of the importance of know-how in the field of Government controls is needed than the recent order of the National Production Authority providing priorities to all businesses for obtaining supplies and materials needed for maintenance, repair and operating supplies.

This order—Regulation 4 of NPA—is known as the MRO order. It can mean the difference between profitable operations or a drop in volume to the loss levels, to the average business man.

Many businesses are still unaware of the fact that any business, whether it makes clothing or bombers, can use the MRO order to obtain operational supplies and equipment. The business does not have to be in defense production to use the regulation. It can be a retail, wholesale or manufacturing establishment. All can use it to obtain every item that goes into the repair, maintenance or operation of their business, aside from actual production materials.

All that a civilian or defense business has to do to order a repair part for a piece of machinery, for example, is to write on the face of the order: "DO-97, certified under Regulation 4." Then the business man signs his name.

Or he can write the same brief certification on a separate slip of paper and attach it to his order. When the supplier receives it from a clothing factory he must give it exactly the same priority that he would give to an airplane factory, for our DO defense priorities consist of a single band system. There are no super-priorities yet, and the civilian plant, insofar as these MRO priorities are concerned, is on the same footing as an arms plant.

This means, of course, that the MRO priority basis set-up by regulation 4 can be of priceless value to every type of pro-

ducer, in helping him to obtain the maintenance, repair and operations supplies that he needs to keep running at capacity. In fact, the plant that fails to make use of the DO-97 priorities soon, to obtain needed supplies, will probably find itself on the bottom of the list, when it comes to getting shipments of the thousand and one items that are required in the average business, aside from raw materials that go into actual production. (For DO-97 cannot be used for obtaining production materials).

Take one critical item today—packaging—Many businesses are having real trouble getting containers or packaging materials, owing to scarcities. DO-97 is the solution to their problem, whether or not they are engaged in defense production. This priority can be employed to get packaging materials in every case where the user of the priority treated such packaging as operational material in his books. In most cases this is easy to prove. A defense contractor, however, does not have to show such bookkeeping methods to write an MRO order for packaging supplies.

A few things are not obtainable under DO-97—You cannot use the DO rating to obtain coal, gas, petroleum, wood pulp and a small group of other products. Utility companies cannot use DO-97 to get fuel oil, and railroads cannot use it to get coal.

But if you need scarce steel for maintenance or repairs you need merely write out your DO order. Steel companies estimate that during the second quarter alone, they will ship about 1,000,000 tons of steel under DO-97 orders. Most of this steel, however, will probably be shipped to manufacturers of repair parts or replacements for broken-down or worn-out machinery, materials handling equipment, etc. For DO-97 is extendable—that is, the manufacturer of materials handling equipment who gets a DO-97 order for a new piece of equipment can turn around and extend the same DO-97 to his steel supplier, to the extent that he used steel in taking care of this priority repair or replacement order.

Specific Uses of DO-97—Summarizing the uses to which DO-97 can be placed, here are the principal categories of equipment and supplies for which the priority may be used:

Maintenance—Vacuum cleaners or mechanical sweepers, auto tires, (if used for business) paint, electric light bulbs.

Repairs—Motors and other parts for all kinds of machinery, including trucks, generators, etc. This includes entirely new complete pieces of machinery—like a lift truck—where the old one is worn out or wrecked.

Operating Supplies—Jigs, dies, cutting tools, packaging supplies or containers.

Limitations and Requirements—The user of DO-97 must bear in mind that while he can use this priority rating for "minor capital additions," there is a \$750 limit on any one addition. Furthermore, such capital additions are chargeable to his quota. This is a serious matter, for use of DO-97 to obtain new machinery may make it impossible for a company to obtain the ordinary supplies that it needs to operate its business.

The general rule is that a company that writes DO-97 orders can do so in any one quarter only to the extent that it made similar purchases during a quarterly period in 1950. Seasonal adjustments, however, are permitted. And where a business has expanded during the last year, appeals may be made to NPA for a higher quota.

A company that elects to use DO-97 ratings must use them on all of its needs. It is not required, however, to use the rating, but experience in the past has shown that where such a priority is established those who fail to use it soon find that they are on the short end of the stick.

The DO order is usable by a large company or by a small one, by a retailer or wholesaler as well as a manufacturer. NPA deems it a valuable tool for defense, since it makes sure that existing facilities are kept in good running condition, thus avoiding the need for creating entirely new facilities.

When quarterly quotas exceed \$1,000, NPA must be informed of the base period used, the reasons for selecting it, and the adjustments that have been made for seasonal variations. If a business uses less than \$1,000 of supplies, it need merely keep a record of each DO transaction in its files.

The DO rating can be applied to non-rated orders that are already on file with your suppliers. It means quick repairs, quick relief from container shortages—until the inevitable oversupply of DO priorities convert them into mere "hunting licenses," in certain kinds of materials or equipment, where the overall demand is well in excess of the supply.

Procuring Defense Contracts—The effective use of MRO orders is only one area within which business must become familiar with the procedures of a near-war economy. Another illustration is provided by the solicitation of defense contracts, either sub or prime. A company can waste thousands of dollars unsuccessfully seeking a defense contract, not merely because those orders are hard to land, at present, but because its procedure in seeking them is defective.

In the solicitation of subcontracts, for example, one company has enjoyed some success by preparing an interesting

brochure listing not only facilities available for defense production, but a history of the company, its products, etc. This brochure was mailed to several thousand prime contractors, including all of the major manufacturing companies listed on the Stock Exchange. It followed up this mailing with a planned campaign of personal solicitation, using its sales force to contact the purchasing agents of the major companies. Before the salesmen were sent out, however, they were carefully briefed in types of products that the company was prepared to make under subcontracts. The same brochures and the same approach was used in selling to Government procurement offices. As a result, the company has been able to book several subcontracts from prime contractors and two prime contracts from Government buying offices.

Selling to Armed Forces—Attempts to sell to the armed forces require careful planning and patience. The biggest buyer of the services at present is the Air Force. But most of the large Air Force contracts have already been placed, and from now on, manufacturing companies are likely to find the booking of subcontracts not easy, owing to the keen competition for such work.

Any attempt to sell to the Air Force should be preceded by extensive coverage of Wright Field at Dayton, Ohio. Here are located the central buying offices for all types of Air Force materiel. Of course it is possible to get on the invitations to bid lists of the Air Force, and place bids by mail, thus avoiding going to Wright Field. But for the average manufacturer, intensive coverage of that base will pay off, not only in leads on prime contracts, but in information on subcontracting needs of the major prime contractors.

Leads on subcontracts can also be obtained by watching the weekly list of contract awards amounting to \$25,000 each and over. This list, if canvassed by salesmen, may occasionally turn up a subcontract.

For manufacturers who are planning to go to Wright Field, the procedure is as follows:

1. Go to the Contractors Relations Office—The staff of this office will make your appointments for you at the field.

2. Tell the Contractors Relations Office what you think you are qualified to make in the way of defense equipment. If possible, present a list of a dozen items, since many may not pan out.

3. After you make your appointments, be patient. You will probably find it advisable to spend two weeks or more at the Field. Approach each possible buying office as you would any one of your civilian customers. It may take a little time before you find the office where your best prospects lie.

4. Keep your ears open for tips on subcontracts, while looking for prime contracts.

5. If you cannot afford to spend a great deal of time at Wright Field, employ a good manufacturers' representative. Engage one who does not work for more than three or four other companies.

6. You may have to look through some of the twenty-eight catalogs of the Air Force, listing items of equipment. Circle those that interest you, and return them to Air Materiel Command, attention MC-PPX-72. Then cards will be punched with your name and address, so that you will receive invitations to bid on the items that you have circled.

7. Get your products placed on the list of Qualified Products. This means that the Wright Field Laboratories will have to test your equipment before you are asked to bid.

If you plan to go to Washington to look for a defense contract, go to the Central Military Procurement Office. It is located in Room 3D760, the Pentagon, Washington 25, D. C.

This office will help get you in touch with the proper procurement people.

For small business men, the Department of Defense has set up the Munitions Board Small Business Office, in Washington.

If you cannot afford to go to Washington, keep in close contact with your Regional Department of Commerce office. It not only keeps the latest lists of invitations to bid and contracts awarded, but it is developing a system for aiding small business which may be completed in the next month or two.

Above all, the small business man must know how to present his appeals case to the National Production Administration, where he is seriously affected by cutbacks in the use of steel, copper, etc.

The business man who pays more attention to his government contacts and government controls during the next two or three years is going to find that the time is well spent.

Kentucky Lists Facilities For Defense Production

The results of an extensive survey of Kentucky's manufacturing facilities which are available for national defense production were distributed recently to 500 government procurement agencies and leading defense prime contractors across the nation.

Compiled by the Industrial Mobilization Committee of the Kentucky Chamber of Commerce, the survey lists a total of 125 Kentucky manufacturing plants which can convert their facilities to defense production. The results of the tabulation are summarized in a manner to call the attention of prime contractors, procurement agencies, and others concerned with defense production to the many small and medium-sized manufacturers, unable to bid successfully for prime contracts because of limited facilities.

In addition to a listing of the names, addresses, and local contact officials of all companies, the survey sets forth information on the following points: (1) Products currently manufactured, (2) Additional products now being manufactured for the defense effort, (3) Percentage of the plant capacity now involved in emergency production, (4) World War II emergency production articles, giving indication of what plant is capable of producing in the present emergency, (5) Number of employees—currently employed, (6) Square feet of floor space in plant, (7) Transportation utilized in the shipping of products. The survey indicates that numerous Kentucky plants are now engaged in defense production.



The first financial transaction in which a Southwestern investment firm has exclusively headed a syndicate for the sale of a sizable amount of stock was concluded recently by Sanders & Newsom of Dallas, Tex., with the sale of a new issue of 90,748 shares amounting to \$3,495,756, of General American Oil Co. of Texas common stock at \$41 per share. The sale, which was oversubscribed within an hour after its issue, was hailed as a milestone in the progress of Southwestern financing by Aljur H. Meadows, Chairman of the Executive Board and Director, of General American Oil Co. Shown above are (left to right) Jess Sanders, Jr.; William Newsom, of Sanders and Newsom; and Aljur H. Meadows.



The white lines show the approximate location of Lone Star Steel's new mill. The present works appears in the background.

New Lone Star Mill Rated at 500,000 Tons

DOWN in Texas, doing things in a BIG way comes naturally. To quote an oil field roughneck who struck it rich and emerged a full-feathered millionaire, "It don't cost no more to THINK big."

To follow the same trend of thought which advocates hitching your wagon to a star, a good many people were thinking big when they hooked to Lone Star Steel Company, a Texas outfit that seems headed for a major place in the nation's iron and steel industry. To fortify this opinion, suffice to say that Lone Star's shoestring start of only a little more than three years ago has boomed into a going business with assets valued in excess of \$50,000,000. What's more important, the government has approved a loan of \$73,425,201 to Lone Star. This money will be used to build a completely integrated steel mill at the works site located 30 miles north of Longview. The mill is designed to produce tubular goods for use in the oil fields which surround the site.

Background—To appreciate Lone Star's spectacular success, it is best to briefly review the history of Texas iron ores, a history that is as old as the first oil well in the nation, and a half-century older than the first well in Texas.

The first blast furnace in Texas is believed to have been the Nash furnace. It was in operation during the time the

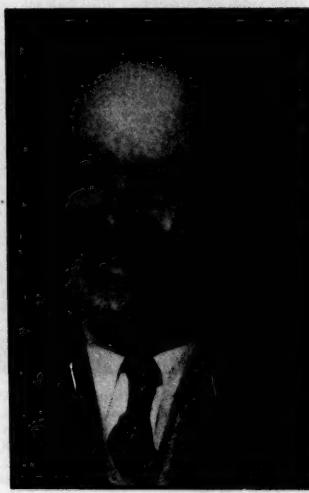
country's first oil well was drilled at Titusville, Pa., and continued in operation as a private enterprise until 1861 when the Confederate government was invited

to inspect several Texas plants of this type with a view to using them to make iron for the Rebel army. The Nash, as well as several other furnaces, was taken over by the Southern forces. Included among the furnaces which produced iron wheels upon which the Rebels rode to defeat, was the Hughes furnace located within about three miles of the present Lone Star works. At the end of the Civil War the Federals clamped down on Texas furnaces and they fell into disuse. Capacities of these small furnaces varied up to 20 tons of pig iron per day.

The next attempt to operate blast furnaces of any significance occurred in the early 1880's when the Texas penitentiary system built the Old Alcalde near the town of Rusk. It was blown in with charcoal fuel in 1884, and was manned by convicts. It enjoyed varied success but finally was abandoned in 1909.

During these years, the furnace fever spread and three notable plants were called the Tassie Belle, at New Birmingham; the Star and Crescent near Rusk, and the Lone Star near Jefferson. The Lone Star was the last of these to be in blast. It went out of business in 1911, but even today, some of the old machinery may be seen.

All of the furnaces of yesteryear vintage depended on iron ore scraped from the



E. B. Germany
President, Lone Star Steel

crests of nearby hills. Reasons advanced for the long string of failures was the low content of the ore bodies, varying prices in pig iron, and inadequate transportation facilities.

Raw Materials—Lone Star has overcome these obstacles in a large measure. It has developed a beneficiation plant capable of washing away the sands and clay with which the iron is intermingled. It has built its own railroad with a main line connection. As the demand for pig iron has been brisk, the company has encountered no serious problem insofar as price is concerned. Manufacture of end-use products on down the line will further relegate to the background the importance of the pig iron market conditions.

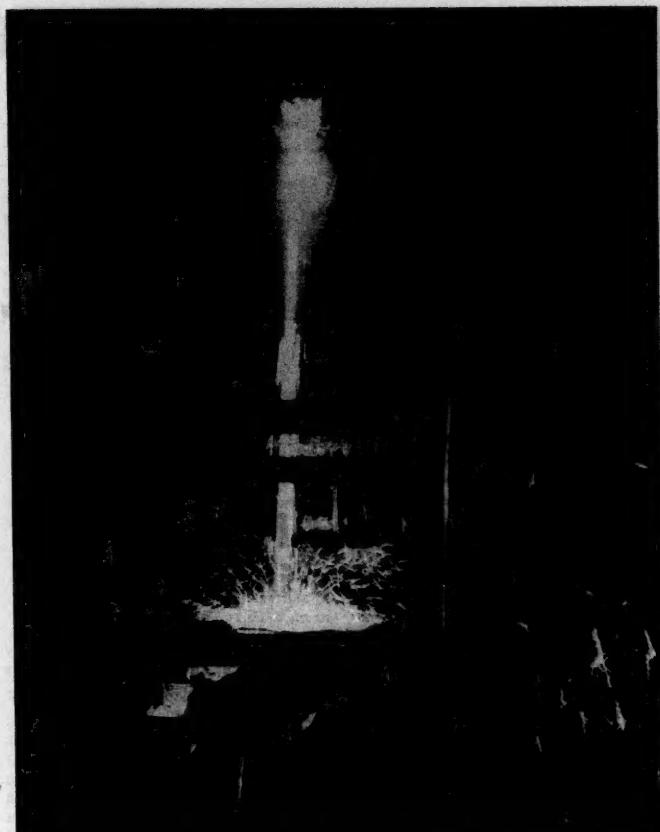
Lone Star's operation is one of the tightest knit of its kind in the world. The company owns coal mines in nearby Oklahoma. The coal reserve is estimated to be sufficient to last more than 30 years. Iron ore is mined from the hilltops within sight of the blast furnace. Based on present consumption of the furnace, tested ore reserves will last more than 40 years, but these represent only a small part of the company's holdings not yet tested. Coal and iron reserves are being added almost constantly. Fluxing stones such as limestone, dolomite and manganese are within easy reach. Thus, transportation costs of raw materials are at an absolute minimum.

Present Facilities—The Lone Star works revolves around the blast furnace and coke ovens. The big furnace, one of the nation's latest and largest models, has a capacity of 1100 tons of pig iron daily. The coke ovens consist of a battery of 78 which yield a slight excess over the company's requirements. By-products from the coking operation include coal tar, benzol, xylol, toluol and ammonium sulphate. Total tar production is sold to Reilly Tar & Chemical Corp., whose new processing plant is located on Lone Star property. Slag is produced by the furnace and sold as heavy aggregate. The furnace also produces expanded slag which is used to manufacture concrete building blocks.

In an effort to develop end-use products for its pig iron, Lone Star constructed a cast iron pressure pipe foundry. About 20 per cent of the furnace's output goes into this foundry which has an annual capacity of 80,000 tons of pipe. The foundry is struggling to overcome a heavy backlog of orders.

Future Development—Officials of the company always have felt that the production of steel would be Lone Star's assurance of long-term success. During 1950 efforts were revived to secure a government loan to be used in building such a plant. Shortly after the turn of the year, this loan was approved, and already preliminary work is under way with groundbreaking ceremonies being but a matter of days in the future.

Lone Star officials decided to concentrate on the production of steel tubular goods only after an extensive survey indicated a continuing demand for many years among oil operators of the immediate Southwest. Proximity of market is



Ponderous ladle cars at the Lone Star Works move the hot iron from the blast furnace to the pig machine for pouring into molds, as shown above.

expected to aid Lone Star in its quest of about 15 per cent of the regional demand for steel pipe. Capacity of the new steel mill will be 500,000 tons of ingots annually, from which 350,000 tons of welded steel pipe will be made. Pipe is scheduled to move from the new plant before the end of 1952.

Leadership—Heading the Lone Star organization is dynamic E. B. (Gene) Germany, who gave up teaching school in his native East Texas for a fling at the oil business. A highly successful independent producer of petroleum, he was brought into Lone Star as president when the future of the company was anything but bright. A tribute to his genius may be seen in the firm's 1950 annual statement. Therein is recorded the fact that at the end of 1949, Lone Star had a working capital deficit of nearly \$400,000. One year later, the company had current assets of \$4,000,000 in excess of current liabilities.

Directing operations at the East Texas works is a youngish expert, W. R. (Bill) Bond, who left Pittsburgh mainly to prove he could make iron where many older and more experienced men said it was not practical. When the "Flossie Belle" was first blown in, Bond was superin-

tendent of the blast furnace. He is now vice president in charge of operations.

Details of Expansion Program—Engineering for the new steel plant was, and is, being done by the well-known Chicago firm of A. J. Boynton & Company. Lone Star's top steel authority is L. G. Graper, who joined forces with the Texas company after 17 years with Wisconsin Steel, a subsidiary of International Harvester. General contract for the expansion has been awarded to Brown & Root, Inc.

To qualify for the \$73,000,000 government loan, Lone Star was required to put up an additional \$4,000,000 in working capital. Dallas banks guaranteed this amount. The company also had to raise \$5,000,000 in new equity money. This has been underwritten, and plans for the sale of a new stock issue will be announced shortly.

Of the \$73,425,201 covered by the government loan, Reconstruction Finance Corp. will furnish \$50,000,000 in a straight business loan. The remainder will be furnished by the Defense Production Authority. National Security Resources Board has approved a five-year tax amortization plan for a part of the costs of the new works.



Under construction for more than a year, the B&O's huge new \$5,000,000 ore pier will be dedicated next month.

B&O to Dedicate New Ore Pier at Baltimore in May

MAY has been set by the Baltimore and Ohio Railroad as the month to dedicate the huge, new ore pier now being finished at a cost of \$5,000,000 on Stone House Cove, a small inlet off Curtis Bay south of Baltimore. Shortly thereafter, ore brought by the shipload from Liberia and other sources is expected to regularly pass through the new facility on its way to inland steel plants.

First modern plant of its kind to be constructed on the east coast, the project has been under construction for more than a year. It is located adjacent to the B. & O. coal pier and consists generally of a new pier, two giant ore unloaders, and a conveyor belt to carry the ore to the carloaders.

The ore towers are the most prominent physical features of the new facility. They extend skyward 133 feet above low water and have crane rails 67 feet up. Each is equipped with unloading machines furnished by Dravo Corp. of Pittsburgh. These are of the man-trolley type.

Fifteen-ton ore buckets are installed for "cut-down" or "free digging." Smaller buckets—seven and one-half and four and one-half ton capacity—are to be installed for "clean-up" work and special service. The buckets scoop the ore from the carrier holds and dump it into receiving bins of the machines.

Ore is then fed to the 48-inch conveyor belt running the full length of the 650-foot long pier to a 500-ton discharge bin located over two loading tracks at the in-shore end. Ore drops from these bins through electrically operated weighing hoppers into the railroad cars.

Capacity of each of the unloaders is rated at 1,500 tons an hour. Sustained operating capacity is 1,000 tons, thus the two machines will unload at the rate of 2,000 tons from vessel to the railroad cars. Ca-

pacity can be doubled, if necessary, by installation of two additional unloaders on a proposed 1,250-foot extension of the pier.

Capacity of the new facility was decided upon after extensive studies of the length of ore vessels and the amount of ore they generally carry. A 26,000-ton ship with a length of 583 feet was used as a guide. This resulted in the decision to make the pier itself 650 feet long. Its other dimension is 81 feet. The structure skews out from the shoreline on a sharp angle.

Railroad officials estimate that for a 26,000-ton vessel they would have to load 433 cars in 24 hours, or a car every three minutes and twenty seconds. This means almost seven trains would be required to haul away the cargo of one such ship. For a 30,000-ton vessel, the number of trains would rise to almost eight, and cars to 500.

Three sites were considered. The possibilities included the present crane pier at Locust Point, the Baltimore and Ohio's huge terminal on the Fort McHenry peninsula, the Marley Neck property owned by the company near Hawkins Point, and the Stone House Cove site.

Final decision in favor of Stone House Cove was because it adjoins the coal pier, a recognized facility familiar to the shipping industry, and is in close proximity to the Curtis Bay yard. Other factors were space for expansion of the dock and ore rig capacity, of the supporting tracks and room for stockpiling, if necessary.

Over 600,000 cubic yards of dredging was done by the Arundel Corp. to provide the water depth for vessels of 35-foot draught. This is less than would have been required at the other sites. The 81-foot-wide pier is filled behind the Carnegie-Illinois Z-shaped steel piling and topped

with granulated slag. Empire Construction Co. did the pier work.

The crane runways are laid on concrete supported on fluted piles manufactured by Union Metal Manufacturing Co. of Canton, Ohio. Steel for the ore towers was fabricated at the Ambridge, Pa., plant of American Bridge Co., United States Steel subsidiary. Bethlehem Steel Co. furnished the reinforcing steel from its Sparrows Point plant across the Baltimore harbor.

The new ore pier forms a modern and important addition to other facilities of its kind in the Port of Baltimore, which annually imports six million tons of such bulk material, a figure that will be raised substantially by imports from new deposits in Venezuela. The B. & O. pier will handle mostly Liberian ore on its way to Republic Steel operations in the Midwest.

B&O's 1950 Operations

Two new records in operating efficiency were established by the Baltimore and Ohio Railroad in 1950, according to the 124th Annual Report of the company, issued recently. These were "net tons per train" and "net ton miles per hour of crew time."

"The better performance reflected by these records is the result of expenditures made to improve road and equipment, as well as planning by supervision," the railroad reported.

"Cars and locomotives of greater capacity are the principal factors in increasing the trainload," the report stated. "Improved roadway, yards, signals and interlockers also contributed to the increase in net ton miles per crew time hour."

The report showed that the revenue ton-miles of freight handled by the B&O in 1950 were 13.57% over 1949. Coal and coke represented 42% of the 1950 freight traffic. Freight revenue increased by 12.73% over 1949 because of the larger traffic volume.

Conversely, passenger traffic declined 15.83% in 1950 compared with the previous year. However, the number of passengers using parlor and sleeping cars increased by 6.33%. Passenger revenue was 1.65% over 1949, because of the larger number of passengers carried in sleeping and parlor cars.

The B&O's total income during 1950 was \$411,228,553. Wages consumed 46.13¢ of each dollar of income; 32.80¢ of each dollar went for fuel, materials and services. Taxes consumed 8.75¢, interest 6.05¢, rents 2.38¢, and miscellaneous expenses 0.23¢ of each dollar. Net income amounted to 3.66¢ of each income dollar.

The B&O spent \$24,481,112 on additions and betterments to its property in 1950. Major improvement projects initiated in 1950 include a new import ore pier at Baltimore, a new double-track tunnel on the main line between Grafton and Clarksburg, W. Va.; the installation of a centralized traffic control system between Grafton and Parkersburg, W. Va., and the installation of radio equipment for train operation between Connellsburg, Pa., and Fairmont, W. Va.

SOUTHERNERS AT WORK

J. D. Francis Awarded Charles F. Rand Medal for '51

American Institute of Mining & Metallurgical Engineers recently presented the Charles F. Rand Medal for 1951 to James Draper Francis, of Huntington, W. Va., chairman of the board of directors of



James D. Francis
Chairman, Island Creek Coal Co.

Island Creek Coal Co., Pond Creek Pocahontas Co., and affiliated companies. It was awarded to him as one of the nation's leading industrialists and in particular for his significant contributions to the progress of the coal industry during the past third-of-a-century, as well as his deep interest in civic affairs, local and national.

The citation accompanying the presentation to Mr. Francis read, "for successfully administering coal properties for more than thirty-five years until these two companies have become one of the largest and most successful units in the coal industry; for opening and managing new properties, for improvements in marketing and business methods, for his general interest in all industrial matters, his continued interest in research and his excellent citizenship in promoting not only his own, but all other interests in his general community."

Presentation of the award took place in St. Louis at the annual meeting of A.I.M.E. Mr. Francis is the seventh distinguished American to receive the medal since the Rand Foundation was established in 1930.

Mr. Francis is a director of the National Coal Association, Bituminous Coal Institute, the National Industrial Conference Board, and Appalachian Coals, Inc. He is a member of the recently-created Coal Defense Committee, which repre-

sents all branches of the coal industry, and is a graduate member of the Business Advisory Council of the U. S. Department of Commerce. For many years he served as a director of the American Mining Congress, Chamber of Commerce of the United States, National Association of Manufacturers, Southern States Industrial Council, and is active in the work of these and several church, Boy Scout, fraternal and local civic organizations.

Standard Fruit & Steamship Appoints Four Directors

Blaise S. D'Antoni, president of the Standard Fruit and Steamship Company, recently announced the appointment of four new directors of the company at a meeting of the board of directors held recently.

The newly-elected directors are: Donald U. Bathrick of Fort Lauderdale, Fla., and Detroit, Mich., now of Nashville, Tenn.; Ormand E. Hunt of Detroit; Brownlee O. Currey of Nashville, and O. H. Ingram of White Bear Lake, Minn.

With offices in New Orleans, New York and Chicago, Standard Fruit and Steamship Company is among the nation's largest growers, importers, and distributors of bananas. They operate banana plantations in Panama, Guatemala, Ecuador, Haiti, and Honduras and also import bananas from other Latin-American countries. Their ships sail regularly from New York and New Orleans, to Cuba, Guatemala, Honduras and other Caribbean ports.

The directorship of the company now totals 15. Mr. D'Antoni stated that the new directors will fill vacancies that have been existent on the Standard Fruit and Steamship Company board since last summer.

J. L. Lanier Elected Pres. West Point Mfg. Company

West Point Mfg. Co. of West Point, Ga., recently elected Joseph L. Lanier of West Point, president of the company, a post held for many years by his late father, George H. Lanier.

He succeeds Ralph G. Boyd, whose resignation was accepted by the board of directors at a meeting in New York. Joe L. Jennings, another West Pointer, formerly vice president of the company, was named executive vice president, succeeding Mr. Lanier.

John A. Sibley, Atlanta banker, and William W. Wolbach of Boston were elected to the board of directors. They succeeded Charles O. Richardson and Elwyn G. Preston, both of Boston, who resigned. Frank P. Samford, Birmingham insurance executive, also was named a director.

The new president is the grandson of Lafayette Lanier, one of the founders of

West Point Mfg. Co. His father headed the company during its greatest expansion period. The new president served as executive vice president for the past four years, with headquarters in West Point.

First National Bank in Dallas Elects C. Blackmon Vice-Pres.

Election of Clifton Blackmon as an assistant vice president of the First National Bank in Dallas to serve as director of advertising and public relations was announced Saturday by Ben H. Wootten, president. Marshall S. Cloyd, vice president, who has served as advertising director of the bank, is receiving the added title of assistant trust officer and, to meet expanding requirements of the business development division of the Trust Department, will take over and supervise its program of highly specialized advertising and aid in its promotional work.

Since December, 1943, Mr. Blackmon has been director of publicity and advertising for the Dallas Chamber of Commerce and editor of its official publication, *Dallas Magazine*.

A native Dallasi, who attended Southern Methodist University and was graduated from the University of Missouri with A.B. and B.J. degrees, he has spent his entire business life in various phases of the journalistic profession. He started in newspaper work with the Texarkana *Gazette* and next was a member of the editorial staff of the Dallas *Morning News*. He had also served as associate editor at New York City in charge of the Eastern news bureau of the *Insurance Field*, national insurance publication, before joining the staff of the Dallas Chamber seven years ago.



Clifton Blackmon
Asst. V. P., Republic National Bank

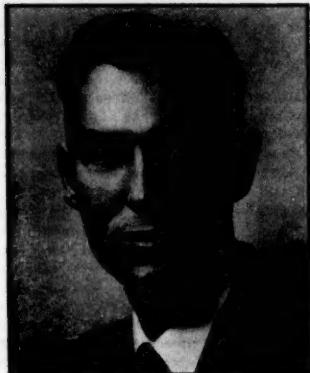
Southerners

(Continued from page 45)

American Coolair Names G. E. Weeks, Vice Pres.

J. E. Graves, Jr., president of American Coolair Corporation, of Jacksonville, Fla., recently announced the promotion of Mr. George E. Weeks to vice president. Mr. Weeks has been sales manager of the company since 1944 and a director for the past five years.

Coolair's new vice president has been described as "one of the most personable



George E. Weeks
Coolair Vice President

and versatile sales promotion men in the southeast" and his background corroborates the description. A native of Syracuse, N. Y., whose family moved to St. Petersburg, Fla., when he was only seven years old, he attended grade and high schools in that city and then graduated from the University of Florida with a B.A. degree in Journalism in 1934.

He became affiliated with American Coolair Corporation in 1944 and has seen the company grow by leaps and bounds to become one of the nation's largest manufacturers of ventilating fans. As vice president, he will continue in charge of sales activities and direct a rapidly expanding distribution organization.

Fulton Bag Appoints Dickert Secretary-Treasurer

H. M. Jackson, general superintendent of Fulton Bag & Cotton Mills and general chairman of the Textile Operating Executives of Georgia, announces the appointment of Herman A. Dickert as secretary-treasurer of the association.

Mr. Dickert is director of the textile school of the Georgia Institute of Technology. He succeeds R. W. Philip of LaGrange, who had held the job continuously since its inception in 1922. Mr.

Philip is vice president and director of research of Callaway Mills, LaGrange.

The association is composed of the superintendents, department heads and other operating executives of the textile mills of Georgia. Holding two meetings a year, its primary purpose is to conduct round-table discussions on mill operating problems.

Frisco Railway Appoints Biedermann to Development Post

V. H. Biedermann, traffic manager at Birmingham, Ala., has been appointed director of development for the Frisco Railway, St. Louis, Mo., it was announced March 15 by T. H. Banister, vice president in charge of traffic.

The appointment, which became effective March 15, adds a new position to the Frisco's rapidly-expanding development department, Banister said. Biedermann will maintain headquarters in St. Louis. He will be succeeded at Birmingham by John Marsh, former general agent for the Frisco at Cleveland, Ohio.

Biedermann, a native of St. Louis and a graduate of Cleveland high school, began working for the Frisco in 1924 as an office boy. Subsequently he held various posts in the traffic department, being stationed at Dallas, Jacksonville, Fla., and New Orleans before going to Birmingham in 1949 as traffic manager.

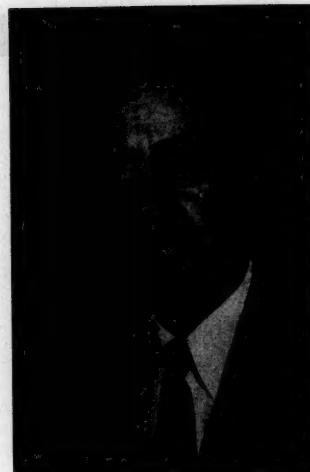
B. F. Goodrich Appoints Robert D. Scott Plant Mgr.

Robert D. Scott, Jr., plant manager of the large polyvinyl chloride resin plant at Louisville, Ky., has been appointed general manager-production for all plants, it is announced by B. F. Goodrich Chemical Company, Cleveland, Ohio. John L. Nelson will succeed Scott as plant manager at Louisville. He had been production manager of the plant.

Scott, a native of Lexington, Ky., was graduated from the University of Kentucky in 1934 with a B.S. in chemical engineering and received his masters degree in the subject the following year from Massachusetts Institute of Technology.

Joining B. F. Goodrich in 1935, Scott worked first as a chemist in the rubber reclaim division. He was transferred to the chemical plant in Akron in 1936 as a chemical engineer on polyvinyl chloride resin development. In 1940 he went to Niagara Falls, N. Y., as manager of the company's first vinyl resin plant. When the Louisville Geon plant was completed in 1942 he was then transferred there as plant manager.

Scott, in his new post, will be in charge of production for all plants of the company, including Louisville and Niagara Falls Geon plants; Port Neches and Institute, W. Va., synthetic rubber plants; Avon Lake general chemicals plant and the Akron, Ohio, chemicals plant. He is a member of A.I.Ch.E., Kappa Alpha and the Pendennis Club in Louisville.



W. Marvin Hurley
Exec. V. P. Houston C. of C.

Houston Chamber Names Hurley, Wynn to Executive Posts

W. Marvin Hurley is the new executive vice president and general manager of the Houston Chamber of Commerce, Houston, Texas.

Mr. Hurley in February succeeded W. N. Blanton who resigned to head the Starworth Drilling Company of Houston. Since October 1945, Mr. Hurley has been secretary and assistant general manager as well as manager of the Chamber's industrial department.

Assuming the post in the industrial department will be Dow Wynn, executive assistant to Gen. W. F. Heavey, general manager of the Harris County Houston Ship Channel Navigation District.

Mr. Hurley is widely known and recognized throughout the United States as one of the nation's best informed Chamber of Commerce executives. Since joining the staff of the Houston Chamber, Mr. Hurley developed an intensive industrial program which has led to a tremendous number of new industries establishing in the expanding industrial empire of the Texas Gulf Coast of which Houston is the hub.

Mr. Wynn is a native of Dallas and a graduate of Nederland high school. He also studied at Texas A. & M. College and Lamar College of Technology, majoring in architecture. He was associated with Beaumont industrial firms until September, 1942, when he enlisted as a private in the U. S. Army. He served until March 25, 1946, when he was separated from service as a major. His overseas service included 31 months in the South Pacific Theater.

He served for two years as manager of the industrial department of the Beaumont Chamber of Commerce until he resigned in 1949 to become executive assistant to the general manager at the Port of Houston. He will assume his duties with the Houston Chamber about April 1.

(Continued on page 48)

NEARLY ONE MILLION



"The Voice With a Smile"

Whenever you pick up the telephone and talk to the operator you know you are going to hear a friendly, cheery voice. For years the telephone operator has been known as "The Voice With a Smile."

But she is ever so much more than that. Alert, intelligent, resourceful and sympathetic in emergencies, she has become the national symbol of efficient attention to the customer's needs. She brings

experience and careful training to the job. Hers is the calm, sure speed that comes from knowing how.

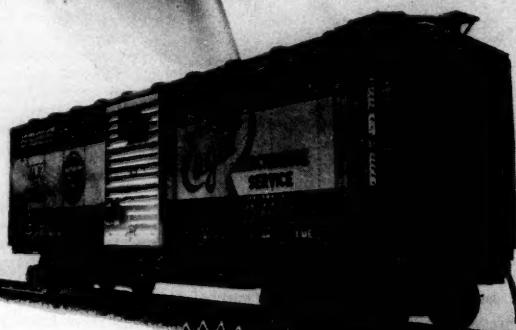
In saying a good word for the telephone operator, we would like to say a good word for you too. For it is your courtesy that helps her to be courteous. One good turn has a way of encouraging another. Everybody gets better service when there is co-operation all along the line.

Seventy-five years of service to the Nation, 1876-1951...BELL TELEPHONE SYSTEM



Adding wings to work horses

In the West and Southwest you will see another MISSOURI PACIFIC modern, progressive improvement —sleek, steel freight cars, newly painted in the familiar blue, gray and yellow trim of the famed MO-PAC Eagle streamlined passenger trains. Their distinctive color identifies them as "Eagle Merchandise Service" cars, reserved exclusively for the transport of LCL shipments, and assured of swift, special and careful handling from loading dock to unloading platform. Call or write your MO-PAC freight representative for details of this unique service for merchandise shippers.



MISSOURI
PACIFIC
LINES

1851
CENTENNIAL
OF SERVICE
1951

Modern

Progressive

Southerners

(Continued from page 46)

Dallas Chamber Appoints Ainsworth, Publicity Director

Appointment of Horace Ainsworth as director of publicity for the Dallas Chamber of Commerce and editor of *Dallas Magazine* was announced recently by J. Ben Critz, vice president and general manager.

Mr. Ainsworth will succeed Clifton Blackmon, who has resigned to join the First National Bank in Dallas as assistant



Horace Ainsworth
Editor, *Dallas Magazine*

vice president and director of advertising and public relations. He has served as assistant to Mr. Blackmon since last September, and before that he was a reporter for the *Austin American-Statesman* for two years and a special writer for the *Houston Chronicle* and *Texas Parade Magazine*.

Mr. Ainsworth is a journalism graduate with B.A. and M.J. degrees from the University of Texas, where he served as editor of the fiftieth anniversary edition of *The Daily Texan*, student newspaper. He also attended Kemper Military School and Universidad Nacional de Mexico. He was editor of the Navy newspaper, *Tech-navian*, while on duty with the Navy in 1945-46. He is a member of the Dallas Junior Chamber of Commerce.

Turley Joins Tesco As Chief Chemist

Alvin G. Turley, formerly Control Chemist for Armour & Company, Atlanta, has joined Tesco Chemicals, Inc., Atlanta, as Chief Chemist, it was announced recently.

Turley, a native of Youngstown, Ohio, has lived in Atlanta for the past four years. He was educated at Youngstown College and at Indiana University.

NEW PRODUCTS

Magnesium Rod

All-State Welding Alloys Co., Inc., 273 Ferri Ave., White Plains, N. Y.—Brazing rod designed for filling holes in magnesium castings, building up or repairing cracks and general salvage, repair and maintenance work on cast magnesiums.

Designated No. 61, it was developed for application with Heliarc or a corresponding process; however, state company officials, it can be applied by torch brazing if used with the company's No. 61 Brazaloy Flux.

The product has a working temperature of 1090 degrees F. and is described as exceptionally free-flowing. The brazing rod can be used for most types of cast and wrought magnesiums.

Hand Truck

Clark-Hopkins Equipment Corp., Phila. 23, Pa.—Dual-purpose hand truck with a built-in hydraulic hoist for lifting and stacking. This combination hand truck and stacker is widely used for loading and unloading heavy cases and barrels from ground level where loading docks are not available. It is designed to fill the need for a small, light-weight, highly maneuverable, hand truck and will enable one man to load and stack heavy merchandise, after transporting from one location to another.

This hand Lift Stacker is of compact, sturdy construction and weighs only 111 pounds. Yet it has a capacity of 500 pounds and will lift these loads to tail-gate height of 54 inches, states the manufacturer.

Plastic Timing Disk

Allegheny Plastics, Inc., 755 Chestnut Rd., Sewickley, Pa.—8 inch "Timing Disk" made of thin plastic instead of thin aluminum. It is the opinion of the manufacturer that the plastic disk is not only a readily available substitute material, but is an actual improvement over the aluminum type.

The plastic disk will not crimp during handling and may be perforated on the timing track without leaving a "burr" to possibly catch as the disk revolves through its timing cycle, according to the makers. The plastic disk is believed to be less expensive to the consumer.

Lightweight Trolleys

Wright Hoist Div., of American Chain & Cable Co., Inc., York, Pa.—Line of Wright-Way trolleys available from 1/2 ton to 3 ton in capacity. These low cost, lightweight, compact Wright-Way trolleys are made to use in industrial applications that do not require the high efficiency or high factor of safety of Wright Timken, Hyatt, or S.A.R.B. trolleys.

According to the company the trolleys feature: Chilled tread wheels; husky roller bearings; heavy steel axles, equalizing pin and becket strap; heavy fabricated steel side plates.

Dry Conditioner

Dryomatic Corp., Alexandria, Va.—Adsorption-type package unit for year-round humidity control and protection against rust, mold, mildew and corrosion in industrial applications. The unit, catalogued as Model 100, brings portable moisture control within the budget and space requirements of industries and businesses that annually lose millions of dollars because of moisture damage, accord-

ing to Mr. Anthony Hass, Dryomatic general manager.

The unit can give precise humidity control in a wide range of temperatures, from minus 40 degrees Fahrenheit to plus 100 degrees, making it ideal for maintaining low humidity levels in cold storage plants and unheated warehouses for year-round "dry-cold" protection. Measuring 45 inches long, 19 high, and 16 wide, the Model 100 Dryomatic is compact and can be used either inside or outside the area to be protected, thus saving valuable floor space for other uses where desired, according to the manufacturers.

Stripping Process

Stratford Co., 207 Bay St., Bridgeport, Conn.—Development of a stripping process for removing metal coatings. Chromium, nickel, and copper can be stripped from zinc-base alloys, aluminum, copper, brass and steel without etching or pitting of the base metal, state the makers.

Grinding Wheel Accessory

Perfex Tool & Gage Co., Dept AE, 123 Avery St., Mt. Clemens, Mich.—Tangi-Matic Dresser for precision dressing of all angle-tangent-to-radius grinding wheel forms. According to the manufacturers, set-up time is reduced to one-fourth the time usually required by experienced tool-makers, as it eliminates Jo Blocks, height gages, microm-



Tangi-Matic Dresser

eters or other precision instruments. A built-in micrometer provides direct reading, rapid adjustments and accuracy down to tenths, it is said.

Setting for required angles is provided by a vernier scale, graduated in minutes. The Tangi-Matic is built by master gagemakers according to Perfex officials and all wearing parts are steel, hardened, ground and lapped. The micrometer lead screw is hardened and precision ground.

Millivoltmeter

Minneapolis-Honeywell Regulator Co., Wayne Ave., Phila. 44, Pa.—An indicating millivoltmeter that contains a galvanometer unit, providing greater versatility and accuracy for increasing processing needs. The unit, according to the company, is designed to meet increasingly varied installation and application requirements. It is particularly designed for metal, plastic, ceramic, bakery and air conditioning industries.

The unit is comparatively free from the effects of vibration and from varying lengths of extension wires. It can be actuated by thermocouples and Radiomatic pyrometers, tachometers, resistance thermometers or any source of millivoltage.



Get all of the advantages of lumber PLUS—

Giving lumber resistance to the damage of rot and termites has helped solve many engineering and construction problems—has helped save countless hours of labor and thousands of dollars.



Wolmanized® Pressure-Treated Lumber has done just that—available in all standard and many special dimensions, it can be painted, glued and worked in any way and as easily as untreated wood.

It lasts 3 to 5 times longer and is clean, odorless, non-leaching. Our engineers will be glad to discuss specific applications—or, write for the booklet "Service Records for Wolmanized Pressure-Treated Lumber" which gives the descriptions of applications in all types of industry.

American Lumber & Treating Co.

General Offices: 1621 McCormick Bldg., Chicago 4, Illinois

Branched Offices: Baltimore,
Boston, Jacksonville, Fla., Little Rock,
Ark., Los Angeles, New York,
Portland, Ore., San Francisco.



*Wolmanized is a registered trademark
of American Lumber & Treating Co.

Lumber

NEW PRODUCTS

(Continued from page 49)

Power-Operated Elevator

Lincoln Engineering Co., 5702-12 Natural Bridge Ave., St. Louis 26, Mo.—Hydraulically-operated, single Air Ram Elevator for use with their heavy duty, DeLux air-motor operated drum pumps, for delivery of heavy

is used in the fabrication of the flat wire preforms. The manufacturers state that this means savings up to 60 per cent in handling costs as compared to hand-fed wire or machine-wound ring alloys.

Polishing Tallow Line

Hanson-Van Winkle-Manning Co., Matawan, N. J.—Introduction of a new line of polishing tallow for the electro-plating and polishing industry, offered in three types.

The first is described as having excellent lubricating qualities and medium high melting point. It is also said to be a relatively low-cost material. The second type of tallow is a higher grade but more economical than similar tallows, state the makers. The third is highly saponifiable and also offers good lubrication. Write to the company listed above for further information.

Lacquer Finishes

National Lacquer & Paint Co., Inc., 7415-39 S. Green St., Chicago 21, Ill.—Line of metallic bronze lacquer finishes, said to offer substantial improvement over earlier formulations of this type. The line will be offered only to the Industrial trade, and will not be packaged for resale.

Fifteen shades are included in the standard line with other colors supplied on special order. Standard colors include various shades of Old English, Antique, Statuary, Gold, Copper, Brass, etc. All of these are designed to simulate closely the appearance of plated metal.

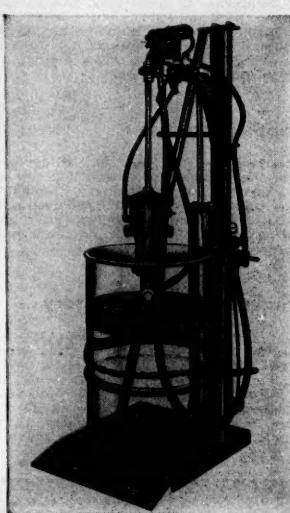
Press Brake

The Altherm Mfg. Co., 270 S. Spring Ave. St. Louis, Mo.—Addition of new model, No. 1510, power press brake to their line. Model 1510 offers bonus bending length in a low price press brake. It enables you to work longer lengths of lighter metals—up to ten feet of 18-gauge mild steel. It gives the same features in economy, durability and accuracy found in other Altherm Press Brakes, state the makers.

For additional information, write for bulletin No. 905, to the company listed above.

Tumble Jar

Andrew Technical Service, 3805 N. Clark St., Chicago 13, Ill.—New model tumble jar suitable for a wide range of Industrial and laboratory applications in mixing, blending, as well as tumbling of small parts and materials. The unit includes a one gallon trans-



Air Ram Elevator

lubricants, and mastic-materials which will not readily seek their own level.

The manufacturer claims the unit will exert 7,110 pounds pressure on material and will completely empty and clean sides of 400 pound or 55 gal. drums. The unit consists of the Air Ram with three-position control valve for raising, lowering, or holding Pump and Follower Assembly in desired position.

Valve Line

Wilkeron Corp., 1749 Broadway, Denver, Colorado—Engineered line of valves for automatic removal of contaminants and precipitates from compressed air lines, after coolers, sums, tanks and air brake systems.

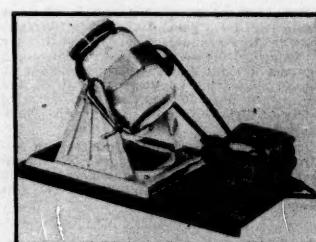
Claims made for the equipment includes elimination of manual attention or adjustment as well as remarkable savings in man-hours, critical maintenance materials, air tools repair parts and pneumatic machine replacements. The line includes automatic separators and drains and has been field tested in hundreds of industrial installations as well as on truck, bus and railroad locomotive equipment.

Soldering Rings

Lucas-Milhaupt Engineering Co., 5051 S. Lake Drive, Cudahy, Wash.—Availability of new flat wire notched-coil, stress-relieved silver brazing and soldering rings, believed to be of special interest to certain types of plants now preparing for defense work. This item is specifically useful for work on armed forces projectiles and other ordnance equipment.

The flat wire preforms are designed for applications that need a larger volume of silver alloy for more strength in critical joints and where the depth and shape of the groove prevent use of round wire rings.

The so-called "No Tangle" notched-coil feature originally developed for round rings



Rotating Tumble Jay

parent glass jar having a leak-proof cap lined with tygon, which is almost universally resistant to corrosion.

The gearhead motor rotates the jar at a speed of 55 RPM, but other speeds can be supplied to order. The unit is also available without motor for rotating by hand, and other sizes can be built special.

Six standard coal barges nearing completion in the Barge Construction Building at Ambridge, Pennsylvania.

The modern all-weather facilities of American Bridge Company include complete indoor construction for barges and other floating equipment.



AMERICAN BRIDGE COMPANY

General Offices: Frick Building, Pittsburgh, Pa. Contracting Offices in New York, Philadelphia, Chicago, San Francisco and other principal cities. United States Steel Export Company, New York

UNITED STATES STEEL

Enamel Spray

M-M-A, Inc., Breneman Bldg., Lancaster, Pa.—Spritzit, a synthetic enamel spray, now available in "aerosol type" containers with a valve that will not clog, according to the makers.

The manufacturer states that Spritzit is ideal for a thousand and one jobs; for the touch-up of repaired automobiles and aircraft; for home furniture finishing; for fire control panels in plants; for special colors on machinery; for refinishing trade-ins; for building maintenance; for the hobbyist, etc. etc.

Spritzit dries fast to the touch in just two minutes on the average job, reports the maker. It is offered in 18 sparkling, high-gloss colors which have proved to be the most popular in nearly two years of field sales tests.

Stick Form Stain Remover

Ralph H. Goldman Enterprises, 11 W. 42nd St., New York 18, N. Y.—Grease and stain remover that comes in stick form. Said to be harmless to all fabrics, the product is easy to use. According to the maker, it is simply rubbed on fabric, left 10 minutes, and then brushed off. The product is sold in 25 cent and 50 cent sizes.

Protective Coating

U. S. Rubber Co., Rockefeller Center, New York 20, N. Y.—Development of a new air-drying plastic protective coating, used to protect tanks, tank cars, pipes, fittings, structural steel parts and chemical processing equipment against attack by splash, drip and



Plastic Coating

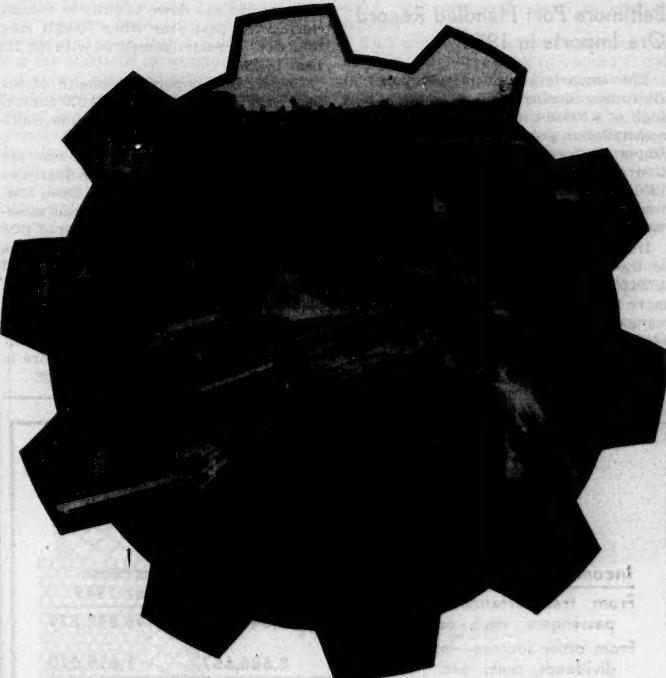
spray from corrosive chemicals, corrosive atmospheres, weathering and rust.

It is expected to find its broadest use in chemical processing, rayon and cellophane production, photo finishing, pulp and paper manufacturing, sewage disposal, filtering and electroplating, and in mining operations. It cannot be used in food processing because it imparts a slight odor and taste.

Intercommunication Unit

Hadley Sound Equipment, 72 Cape Hall, Smethwick, Staffs, England—20-way intercommunication unit composed of an electric automatic amplifier control unit, plus 20 sub-units allowing sound speaking communication to take place between all points.

The company states that several simultaneous conversations can be carried on. Sub-units can be supplied which are suitable for quiet offices or noisy machine shops.



Geared to Today's Task of Supplying Warehouse Steel

Our biggest problem—like yours—is getting enough steel. And we—like you—are having a rough time. But we are doing all we can to get our fair share.

Our next job is seeing that you get your fair share. Distributing our products on an equitable basis presents no problem—simply a lot of work, which we are glad to do.

Suggesting suitable substitute steels, advising folks on availabilities, keeping up with latest government regulations—all are a part of the task we are geared to meet. Call us if we can help you.

Our Warehouse Division is guided by the same sound business principles which have carried the Atlantic Steel Company through fifty years of steady growth and progress.



WAREHOUSE DIVISION
**Atlantic Steel
Company**
ATLANTA, GEORGIA 4-EMERSON 5451

Baltimore Port Handled Record Ore Imports in 1950

The importation of metallic ores at Baltimore during 1950 reached a new high of 6,303,914 long tons, according to a compilation prepared by the Export and Import Bureau of the Baltimore Association of Commerce. The ore volume for 1950 exceeded the 1949 volume by 769,518 tons. The ore imports during the past 12 months were valued at \$54,137,436.

Iron Ore comprised the largest portion of the metallic ore shipments, totaling 4,754,054 long tons. This was 285,851 tons more than handled in 1949. Shipments of manganese ore into Baltimore nearly doubled with a total of 1,039,929 long tons compared with 528,218 long tons in 1949.

Chrome ore was down slightly in volume during the past year when 509,931 long tons were imported compared with 528,218 tons in 1949.

The leading import ore month of the past year was July when 663,070 tons of the three types of ore moved into Baltimore.

The bulk of the large import iron ore movement was destined for the Sparrows Point plant of the Bethlehem Steel Corporation. An analysis of ore cargo movements for the first eleven months of 1950 shows that of the 4,458,498 long tons of ore imported during that period, 3,976,473 tons were received by the Sparrows Point plant. This proportion held approximately steady for the remaining month of the year—indicating that 89.2 per cent of the iron ore received at Baltimore is

consumed at the local steel plant. The remaining 11 per cent moved inland to steel plants operated by U. S. Steel Corporation, Youngstown Sheet & Tube, and the Bethlehem firm. The bulk of the manganese and chrome imports were shipped to inland destinations.

The addition of the completely new ore pier of the Baltimore & Ohio Railroad at Curtis Bay, the renovated Cottman Company ore pier of the Canton Railroad and further improvements to the Western Maryland Railway property will increase the Port's ore unloading facilities by an estimated 30 to 40 per cent.

The first shipment of iron ore from Bethlehem's new Venezuelan mines arrived in the port on March 22, as this issue was going to press.

THE BALTIMORE AND OHIO RAILROAD COMPANY

SUMMARY OF 1950 ANNUAL REPORT

Income:

	Year 1950	Increase over 1949
From transportation of freight, passengers, mail, express, etc.	\$402,541,896	\$45,833,879
From other sources—interest, dividends, rents, etc.	8,686,657	1,619,020
Total Income	\$411,228,553	\$47,452,899

Expenditures:

Payrolls, materials, fuel, services and taxes	\$360,550,650	\$38,655,126
Interest, rents and miscellaneous services	35,640,823	630,520
Total Expenditures	\$396,191,473	\$39,285,646

Net Income:

For improvements, sinking funds, and other purposes	\$15,037,080	\$8,167,253
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Developments following outbreak of war in Korea caused industrial production to rise. As a result freight revenue was \$39,922,583 more than in 1949. Passenger revenue increased \$362,611 over 1949, due largely to military personnel moving in sleeping cars.

Operating expenses in 1950 were \$31,218,294 higher than in 1949 because of larger traffic volume and increased expenditures for maintenance.

The return on net investment of the Company in property devoted to public transportation was 3.38%—an improvement of 0.61 points over 1949.

Major improvements undertaken during 1950 included the new Import Ore Pier at Baltimore, Md., new double track tunnel on the main line between Grafton and Clarksburg, W. Va., and Centralized Traffic Control between Grafton and Parkersburg, W. Va. 174 additional Diesel locomotive units, 13 new sleeping cars, 2 Diesel rail motor cars, and 10 motor coaches were acquired.

A dividend of \$4.00 per share was declared on the Company's Preferred stock November 20, 1950, payable December 22, 1950, to stockholders of record December 1, 1950. It was the first full dividend declared on the Preferred stock for any year since 1931.

Outstanding System interest-bearing debt, including equipment obligations, was reduced \$6,275,063 during 1950. In the period 1941-1950 System debt was reduced \$92,118,763.

R. B. WHITE, President

Savannah Sugar Records A First in Packaging

Savannah Sugar Refining Corp., of Savannah, Ga., has changed its line of cartons for special sugars from the conventional style to designs, all in full color, illustrating the use of their products, such as icings, frostings, tarts, pineapple upside-down cake. They are the first in the sugar industry to do so. This family of cartons was manufactured for them by Robert Gair Co., Inc., New York, manufacturers of folding cartons, paperboard and shipping containers.

In packaging products which of themselves are not photogenic, designers have usually concluded that the sales appeal should be through an attractive representation of the uses to which the product can be put. Many times, and very successfully, this has been used by coffee, cocoa, flour and cake mixes, as for example, the Baker's Cocoa girl with her tray of steaming hot chocolate, one of the oldest of the best known trademarks. So far as is known, this method of presentation has not until now been used by the sugar industry.

Use of illustrations on the sugar carton was suggested by Savannah Sugar early in 1949 to Robert Gair Co., Inc. Development of designs for the products to be illustrated, and of recipes for the back panels of the carton has been a cooperative effort between Savannah Sugar, their advertising agency, Burton Wyatt & Company of Savannah, and the Gair Company.

Corning Glass Erecting Plant at Danville, Ky.

Construction is expected to start immediately on a new glass plant at Danville, Ky., for Corning Glass Works of Corning, N. Y.

According to Mr. William C. Decker, president, the new structure will have about 270,000 square feet of floor space and will rise on a 30-acre tract. Initially it will employ about 550 workers to manufacture glass bulb and specialized tubing requirements for electronic devices used in the expanding defense program.

Koppers Company Announces Huge Expansion in South

Koppers Company, Inc., Pittsburgh, Pa., recently announced a multi-million-dollar program of expansion for its Chemical Division which provides for construction of a new plant near Port Arthur, Texas, and additions to its present facilities at Kobuta, Pa.

General Brehon Somervell, Koppers president, said that the company's Board of Directors has authorized new facilities at the two locations. The new plant in Texas will be constructed by Koppers Engineering and Construction Division and work will get under way within a few months.

Dan M. Rugg, vice president and general manager of the Chemical Division, revealed that the program will, within a year, make it possible to increase the Division's production of styrene monomer by approximately 33 per cent, and to increase the Division's production of the popular plastic, polystyrene, by approximately 25 per cent. Koppers, at present, is the nation's third largest producer of polystyrene.

Koppers has contracted to purchase approximately 1,000 acres of land, located about 2 miles west of Port Arthur, Texas, Mr. Rugg said. On a portion of this land, Koppers will construct a plant which will take ethylene from the unit which Gulf Oil recently announced it will build at its Port Arthur refinery and combine it with benzene to make ethyl-benzene. Ethyl-benzene is used as an intermediate in making styrene which, in turn, is basic to making synthetic rubber and polystyrene.

T&P Authorizes Purchase of 31 New Diesel Locomotives

Directors of the Texas & Pacific Railway Co. have recently authorized purchase of 31 new diesel electric locomotives for delivery during the latter half of the year. The board, in addition, authorized construction of 250 gondola cars during 1952 at the road's own shops at Marshall, Texas. No estimate of the cost of the new equipment was made.

When the new locomotives are put into operation all regular passenger and freight trains of the system operating west of Shreveport will be dieselized as will all switching operations at terminal points in Texas and Louisiana, Mr. W. G. Vollmer, president, said.

Port of Houston Opens New \$Million Wharf

The Port of Houston's newest major facility, open-type Wharf 16, was placed into service March 5 to become the second new terminal to be completed at the port

within the past eleven months.

A program dedicating the new wharf was held at noon, March 5, officially placing the \$1,000,000 terminal into service.

Lumber, pipe, and other materials not requiring shed coverage, commodities which are moving through the port in increasing quantities will be handled at this facility.

Wharf No. 16 has a new kind of design first used at the Port of Houston on Wharf No. 9, opened in April, 1950. Principal innovation is the use of a series of interlocked cells, constructed of steel sheet piling, to serve as a bulkhead behind the fender system and under the entire apron. The upper part of the cells is

filled with compacted sand to provide rigidity.

This wharf has a shipside frontage of 600 feet, extending back to a width of 200 feet, and 123,070 square feet of paved area for open storage. Marginal railroad tracks and roadways for truck service will be built to insure adequate transportation service to the new facility. Even as the new wharf is being dedicated, work is underway on another new one, Wharf No. 8, also an open-type dock to be built at a cost of \$1,250,000. Contract for soil exploration and other tests has been let.

These wharves are a part of the dock building program started at the end of World War II.



It has provided the answer to design and production problems of many manufacturers of articles that involve screening, efficient ventilation, or the need of guards.

Hendrick furnishes perforated metal for all kinds of screening and sizing jobs . . . buckets and strainers . . . machine and appliance guards . . . ornamental perforated metal for products requiring free circulation of air . . . and metal with special forms of perforations for a wide diversity of other uses—spark arresters, tar extractors, coffee pulpers and mushroom sizers being typical examples.

Whatever kind of perforated metal you may need, Hendrick will gladly quote on making it to your specifications . . . with any required shape and size of perforations . . . in any commercially rolled metal . . . and of the proper gauge.

Write for detailed information.



Perforated Metals
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Architectural Grilles
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Sales Offices in Principal Cities

WHO'S WHERE

Central of Georgia Railway Company, Savannah, Ga., has appointed **William E. Byard, Jr.**, commercial agent with headquarters at 923-25 First National Bank Bldg., Montgomery 4, Alabama, succeeding **Mr. H. B. Bowers** who resigned.

The company also appointed **E. B. Shearhouse** commercial agent, with headquarters at 601-606 Brown-Marx Bldg., Birmingham 3, Alabama, succeeding **Mr. A. P. Higginbotham** who resigned.

Six changes in assignments in the Films and Flooring Division Sales staff report-

ing to the Central district offices at Chicago have been announced by the Good-year Tire & Rubber Company, Akron, Ohio.

Assignments, as announced by Mr. E. E. Ellies, manager of the Films and Flooring Division here, are: **Gordon Cummins**, Dallas, is transferred to the district office, Chicago, being replaced in the Texas city by **K. W. Dvorak**, St. Louis. The St. Louis post will be filled by **E. T. Long**. At Houston, Texas, the post will be filled by **R. A. Weiner**. **Walter P. McCourt**, representative at New Orleans, has also been transferred to the Chicago offices, while **Fred C. Marsh** has been assigned to Omaha. All will work under the supervision of **J. B. Post**, Central district manager, Mr. Ellies said.

Mr. Taylor Oakes has recently become personnel manager of the Dover Cotton Mills of Shelby, N. C. He was formerly at Roanoke Rapids, N. C.

Atlantic Coast Line Railroad Co., Wilmington, N. C., has appointed **Mr. John D. Voss** general agent at Augusta, Ga.

Mr. Frank A. Walsh has been appointed superintendent of Jonesville Mills at Jonesville, S. C., succeeding **E. Douglas Patton**. Mr. Walsh, formerly General Overseer of Weaving at Piedmont Mfg. Company's Mill No. 2 at Piedmont, assumed his new duties February 26, according to an announcement made recently by the management of the Dunnean Mills Group, Divisions of **J. P. Stevens & Co., Inc.**

Mr. Patton is being transferred to the administrative offices of the Dunnean Mills Group to assume other duties.

According to an announcement by **C. P. Lohman**, general sales manager, Pemco Corp., Baltimore, Md., manufacturer of porcelain enamel and ceramic finishes, porcelain enamel, ceramic and glass colors, ceramic clays, chemicals and related products, **Edward Gronberg** has been advanced to the position of manager of the company's Pottery Arts Supply Division.

Mr. Gronberg came to Pemco in 1924 and after working in several departments of the company, accepted a position in 1935 as superintendent of the enameling shop of the Wood and Bishop Company, Bangor, Maine, manufacturer of stoves.

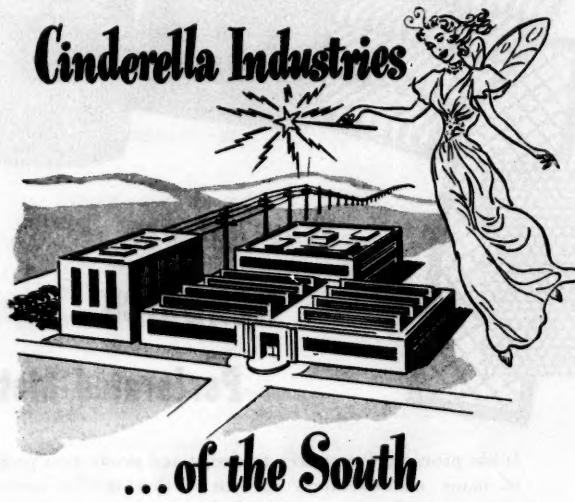
The Pottery Arts Supply Division was organized in 1946 and Mr. Gronberg was made Superintendent of Production, the position which he held until his current promotion to manager. He replaces Mr. Richard Turk III, who has been transferred to Pemco's War Contract Division.

Atlanta offices of American Chain & Cable Company, Inc., are now located in a new district office and warehouse building at 1401 Howell Mill Road, N.W., recently erected for the company.

The following district managers will make their headquarters in the new building which will be occupied solely by American Chain & Cable Co., Inc. **C. A. Goldstrohm**, American Chain and Pennsylvania Lawn Mower Divisions; **J. V. Gasso**, R-P&C Valve division; **J. L. Filbert**, page steel and wire division. **R. W. Baird**, territorial representative for the American Cable and Hazard Wire Rope Divisions, will also make his headquarters at the new location. Only wire rope will be carried in the warehouse.

Edward F. Kolar, general factory manager of Bendix Radio Division of Bendix Aviation Corp., Baltimore, Md., has announced the following appointments and promotions:

Thomas J. Fleming has been promoted from plant engineer to assistant director of purchases. **Thomas M. Murphy, Jr.**, has been named plant engineer succeeding Thomas J. Fleming. **J. Russell Sandstrom** has been appointed assistant plant engineer. **Robert E. Wine** has been named manager of subcontracting.



...of the South

Distribution in 48 states and sales running into millions annually have been attained since 1946 for entirely new products of numerous Southern processing and manufacturing plants.

Products coming from the soil, sea, forest, and mines are now flowing in finished form, from hundreds of new plants in the South, to consumers throughout the United States and to many foreign countries. Typical is one plant, less than four years in the frozen food field and now processing more than 800,000 dressed chickens a week—annual volume of about \$12 million. Another plant is cutting grass throughout the nation with its lawn mowers.

The four associated operating companies, of The Southern Co., are not only providing electric power at reasonable rates but are also serving as partners with industry, large and small, in this tremendous and diversified expansion.

Write the industrial development departments of any of the four operating companies shown below for further information.

ALABAMA POWER COMPANY
Birmingham, Alabama

GEORGIA POWER COMPANY
Atlanta, Georgia

GULF POWER COMPANY
Pensacola, Florida

MISSISSIPPI POWER COMPANY
Gulfport, Mississippi

The Southern Company
ATLANTA, GEORGIA

Ryerson to Rebuild, Enlarge St. Louis Plant

Joseph T. Ryerson & Son, Inc., steel distributors, have announced an expansion program at their St. Louis plant which includes reconstruction and new layout of their present plant, and construction of additional warehouse space totaling approximately 50,000 square feet. A company spokesman said that the new facilities were required to take care of the rising demand for steel for defense work.

Construction is now underway, with the entire project to be completed before the end of this year. Total warehouse and office space of the enlarged plant will be about 161,000 square feet.

The addition is being built on property lying immediately north of the present plant. Three additional spans will be constructed, all heated and completely crane served. This new building will be of steel frame construction with reinforced concrete and a special type steel siding, well lighted with side windows, skylights, and modern incandescent mercury illumination. The space will be used for shearing and stocking sheets, and for warehousing alloy and stainless steels including special aircraft alloys and stainless for the defense program.

The new layout of the present plant provides for a completely new power system, new arrangement of spans, and a new center driveway for trucks which will greatly speed up loading. The present warehouse will be equipped with new overhead high-speed bridge cranes.

Consolidated Vultee Contracts With Luscombe for Plane Parts

Consolidated Vultee Aircraft Corp., Ft. Worth, Texas, has increased its commitments with Luscombe Airplane Corp., Dallas, Texas, to include "substantial quantities" of four major turret door assemblies for the B-36 in addition to the 26 different types of B-36 door assemblies already being produced by Luscombe. T. F. Riddle, Luscombe Factory Manager, revealed recently.

Tools for the new assemblies have already been transferred to the Luscombe plant, with production having started the same day the tools arrived from Ft. Worth.

In addition to its work on the door assemblies, Luscombe is tooling up to produce elevators for the B-36. The elevator tooling is about 75 per cent complete, and production is scheduled to start sometime in the near future.

Zonolite Opens Three Plants For Processing Vermiculite

Andrew T. Kearney, president of the Zonolite Company, Chicago, Ill., recently announced that new vermiculite processing plants have been opened in Trenton, N. J., Birmingham, Ala., and Tampa, Fla.

Part of the company's current expansion program, these bring to five the number of new plants opened within a year.

The Tampa and Birmingham plants will be operated by the Southern Zonolite Company, a subsidiary, Mr. Kearney said.

Vermiculite is a mica-like mineral, which expands under intense heat to more than 15 times its size and "pops" into golden colored granules composed of millions of tiny air cells. It is used as an aggregate for plaster and concrete instead of sand. A natural insulator, vermiculite is extremely light in weight, fire-proof, rot-proof, and termite-proof.

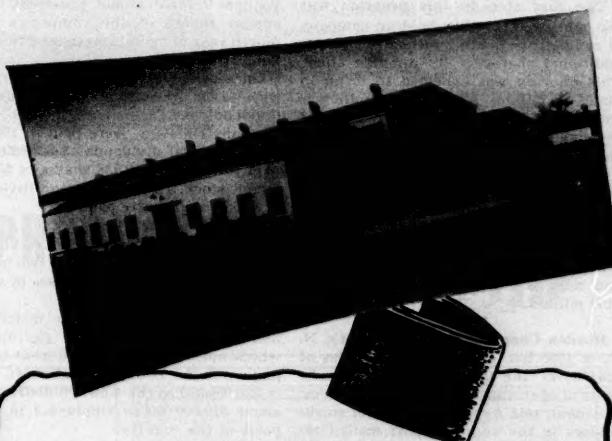
There are now 33 Zonolite-owned and licensed plants in the United States and Canada. The new plants are located at 336 Whitehead street, Trenton, N. J.; 2800

Fifth avenue, Birmingham, Ala., and at 35th street and Third avenue, Tampa, Fla.

Wagner Electric Names Smith Director of Purchases

Wagner Electric Corporation of St. Louis, Mo., recently announced the appointment of Mr. J. S. Smith, a veteran of thirty-two years' service with the company, to the position of Director of Purchases.

Mr. Smith went to work in the research department of Wagner Electric in 1919.



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Why let high costs compromise your building plans?

An Armco PIONEER Building will do the job at surprisingly low cost. The secret is in the use of standard parts that can be combined in a variety of ways to provide the exact structure you need. Sizes can be tailored to fit your lot. Doors, windows and ventilators go where you want them. You can even have special fronts and sidewalls of masonry or other materials. Yet you retain the economies of mass production.

Armco PIONEER Buildings are available in clear span widths from 40 to 100 feet, heights to 24 feet with unlimited lengths. Also ask about Armco STRALOX Buildings in widths to 36 feet. Write for complete data.

ARMCO DRAINAGE & METAL PRODUCTS, INC.

DIXIE DIVISION

619 Forsyth Blvd. Atlanta, Georgia
SOUTHWESTERN DIVISION
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Other Offices in Principal Cities



ARMCO STEEL BUILDINGS

FINANCIAL NOTES

At the annual meeting March 27, **Mathieson Chemical Corp.**, Baltimore, Md., asked stockholders to authorize it to guarantee a proposed \$4 million note issue for a subsidiary.

This financing is to be done by the newly-organized Mathieson Alabama Chemical Corp. The subsidiary will build a chlorine and caustic soda plant near Mobile.

Within the next two years **Middle South Utilities, Inc.**, expects to raise between \$51 million and \$58 million of new money for construction.

The first step in this program was the sale by the utility holding company at competitive bidding recently of 450,000 additional shares of its common stock. This offering was expected to bring in about \$8 million. Another \$17 million is expected to be raised later in 1951 through sale of senior securities in subsidiary companies.

Middle South Utilities said its 1952 financing cannot be accurately estimated but it probably will involve sale of \$26 million to \$33 million of new securities. Expenditures for construction by the Middle South Utilities system this year and next are expected to run close to \$100 million.

Heyden Chemical Corp., New York, N. Y., in 1950 had consolidated net sales of \$26,631,348, the largest in its nearly 50 years of operation, John P. Remensnyder, president, told a record number of stockholders in the annual report mailed recently. Net profits were \$2,293,597 or \$1.87 a share on the 1,066,010 outstanding common shares—more than double the 1949 per share earnings, Mr. Remensnyder said. Net profits on the 1,291,010 outstanding shares at the end of 1949 were \$1,494,655 or 91 cents a share; consolidated net sales in 1949 were \$26,200,000.

Armstrong Cork Company, Lancaster, Pa., in 1950 sold \$186,766,670 worth of goods, the largest volume in its history, and net earnings after taxes reached a

new high of \$12,433,231. C. J. Backstrand, president, reported in the annual statement mailed to stockholders recently. The 1950 net profits, which represent a return of 6.7 per cent on sales, compare with 1949 net profits of \$10,224,215 on a sales volume of \$163,323,948.

Net income of **Raymond Concrete Pile Company**, New York, N. Y., foundation and heavy construction firm, was \$1,988,310, after taxes and preferred dividends, equal to \$5.37 a share on outstanding 370,434 common shares, said Maxwell M. Upson, chairman of the board, and William V. McMenimen, president, in the annual report of the company's fifty-fourth year of operations mailed to stockholders recently.

On a comparative basis, 1949 earnings were \$2,476,144 or \$6.70 a share. Common dividends of \$2.80 a share, largest in the company's history, were paid in 1950. In addition, total dividends of \$29,899 were paid to owners of 9,928 shares of \$3 preferred stock. In 1949 common dividends of \$2.60 a share were paid.

Youngstown Sheet & Tube Co., Youngstown, Ohio, distributed nearly two million dollars a week to its employees in wages and salaries last year.

During 1950 the company distributed more than \$101,730,000 in payrolls, of which more than \$52,000,000 went to employees in the Youngstown district, nearly \$30,000,000 in the Chicago district, and about \$19,000,000 to employees in other parts of the country.

In addition to direct wage and salary payments, the company paid nearly nine million dollars for indirect benefits; unemployment compensation, insurance, pensions and social security.

Mr. Walter P. Paepcke, Chairman, and Mr. Wesley M. Dixon, President, report **Container Corporation of America**, Chicago, Illinois, consolidated earnings for the year 1950 amounted to \$12,016,626 compared with \$8,777,328 for the previous year after all charges including provision

for depreciation and all Federal, state and local taxes.

These earnings equaled \$5.87 per share on the 1,980,948 new shares of common stock outstanding compared with \$4.23 for the previous year on the same number of shares, and dividends of \$2.75 were paid during the year.

Sales for 1950 amounted to \$154,841,198 compared with \$114,770,627 in 1949, an increase of 35 per cent, and were a new record for the corporation. The higher sales and earnings were largely due to increased volume in both dollars and units and reflected the accelerated activity in general business since mid-year.

Announcement was made recently that for the year ended December 31, 1950, the consolidated net income of **Robert Gair Company, Inc.**, New York, N. Y., and its domestic subsidiaries, including its 60 per cent equity in the consolidated net income of **Southern Paperboard Corporation** and its subsidiary, combined with the consolidated net income of **Gair Company Canada Limited** and its wholly owned subsidiaries, amounted to \$6,360,222 after deducting government taxes on income, equal after preferred dividends to \$3.37 per share on 1,779,888 shares of common stock.

The combined net income, on a comparable basis, for the year ended December 31, 1949 amounted to \$4,119,762 after deducting government taxes on income, equal after preferred dividends to \$2.11 per share on 1,779,888 shares of common stock.

The annual report of the **Goodyear Tire & Rubber Company**, Akron, Ohio, sent to stockholders by Chairman P. W. Litchfield and President E. J. Thomas, shows that sales of the company's products in units, tonnage and dollars last year were the largest in the 52-year history of the company.

Goodyear in 1950 passed the 500,000,000th mark in the production of tires—the largest number manufactured by any rubber company in the world. This was the 36th consecutive year in which the company led the industry in the production and sales of tires.

Last year's dollar sales of \$845,138,051 also marked the 24th year of Goodyear leadership in the sales of all rubber products. On this record sales volume, the company realized net earnings of \$35,109,355, equivalent to \$15.62 per common share—a figure exceeded only once before.

American Optical Co., Southbridge, Mass., in its 1950 annual statement mailed to shareholders recently, reports net profits of \$2,433,567, or \$3.77 a share, as compared with \$2,190,499, or \$3.39 a share in 1949.

Net sales amounted to \$57,747,789, an increase of \$2,110,328 over the 1949 volume of \$55,637,461. Profit per dollar of sales was 4.2 cents, as compared with 3.9 cents in the preceding year.

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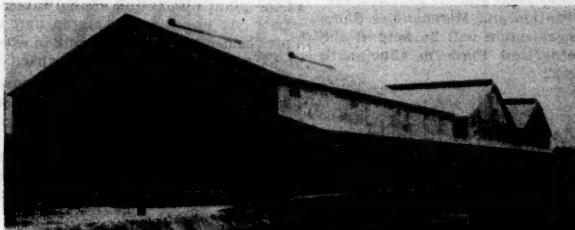
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France to Open Display At International Trade Mart

France will inaugurate its first full-scale effort to popularize its products in the South and Mid-Continent areas of the United States in March with the opening of a colorful commercial and travel center in International Trade Mart, New Orleans.

Plans for the showrooms were completed in mid-February when French government officials contracted for approximately 1,000 square feet of exhibit space in International Trade Mart, New Orleans.

At the same time, French trade officials announced the appointment of Gerard DuBois as commercial attache to the French Consulate in New Orleans. DuBois will supervise the activities of France's showrooms in the Mart and coordinate trade and travel activities.

Goodrich Plant in Texas Sets New Safety Record

Employees of the B. F. Goodrich Chemical Company plant at Port Neches, Tex., were honored for compiling a safety record of 1,070,338 man-hours without a lost-time accident.

"Few plants can boast of such a consistently outstanding safety record," said R. F. Dalstrom, midwest safety director of the Kemper Insurance group, as he presented the American Motorists Insurance Company safety award to J. E. Miller, plant manager.

Employees of the large man-made rubber plant operated 433 days—from Oct. 24, 1949, to Jan. 1, 1951—without an accident to compile one of the top safety records in the industry and in the nation," Dal-

strom said. "Records of this type can be achieved only through the closest cooperation between management and the employees."

Nat'l Industrial Stores Assn. Announces Conference Dates

The Mid-Year Conference of National Industrial Stores Association will be held at the Cavalier Hotel at Virginia Beach, Virginia, May 27-30, and the 25th Anniversary Convention and Merchandise Show of this organization will be held at the Hotel Netherland Plaza in Cincinnati, August 19-22.

Delta Match Corp. to Build \$2 Million Plant at New Orleans

E. S. Pennebaker, chairman, and A. P. Fant, director of the Industrial Development of the Chamber of Commerce, recently announced that a \$2 million match factory will be established in the New Orleans area by the Delta Match Corporation, a subsidiary of the Swedish Match Company.

Negotiations for the acquisition of a 35-acre tract adjacent to the Mississippi River on the Jefferson-St. Charles parish line are nearing completion. Construction of the plant is expected to start soon.

Approximately 200 persons will be employed at the start of operations. Special machinery will be imported from Sweden, but domestic woods will be used at the plant—said to be the first of its kind in the South.

The site was chosen from a number of prospective locations as offering the best advantages for this type of manufacture.

Goodrich Steps up Output of Cold Rubber at Texas Plant

Production of cold rubber at the Port Neches, Tex., Plant B. F. Goodrich Chemical Company operates for the government will be increased 50 per cent within 60 days, W. I. Burt, vice president, manufacturing, announced at Cleveland, Ohio.

He said the government has authorized the installation of refrigeration equipment costing \$350,000 to expand cold rubber production from 30,000 to 45,000 tons of the plant's 60,000-ton annual rated capacity. At present, he pointed out, the Port Neches units are operating in excess of 135 per cent of their rated capacity.

The B. F. Goodrich Chemical Company plant is the first of the government-owned, industry-operated man-made rubber facilities to receive authorization to increase the nation's cold rubber supply, he said, pointing out that B. F. Goodrich is the largest producer of American rubber for the government.

Westinghouse Breaks Ground At Reform, Alabama

Ground was recently broken at Reform, Alabama, for a new \$3 million electric light bulb plant for Westinghouse Electric Company. According to Mr. Otis O. Rae, district manager, the plant will provide 150,000 sq. ft. of floor space and employ from 400 to 600 workers, most of whom will be women.

This will be the tenth plant of the Westinghouse Lamp Division and the first consumer goods plant of the company to locate in Alabama. The company also will build a plant in Birmingham to manufacture and repair large electrical equipment.

Institute of Inventive Research Issues New Product, Process List

The Institute of Inventive Research, San Antonio, Texas, a nonprofit scientific foundation, has announced the availability of 32 new products, processes and techniques for licensing.

Issued as a public service to industry, a new Institute bulletin lists inventions patented, developed or subjected to rigorous testing by the Institute's staff which has approved them for licensing to business firms in accordance with its standard practices.

Asserting the staff was particularly proud of the part it played in preparing the items for their respective markets, Mr. Reece Hatchett, Institute market analyst, said a limited number of the printed bulletins were available upon request.

The inventive research organization, which is affiliated with Southwest Research Institute, an internationally known industrial laboratory, has developed such items as the Youtz-Slick Lift Slab Method of Building Construction, the Poulter Air Shooting Method of Seismic Exploration for oil, and other processes and products.



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Winder Aircraft Corp. Supplying B-29 Parts

The Winder Aircraft Corporation of Winder, Ga., recently finished 18 contracts for the armed services. These contracts have all been initiated and completed since July of last year when Winder became the company's home office.

In line with the accelerated aircraft program, the company is also supplying airplane parts to such companies as Boeing Airplane Co., Douglas Aircraft Co., North American Aviation, Inc., and the B-29 modification program being carried on by Grand Central at its Tucson, Ariz.,

base. Purchase orders from these firms call for reconditioned and reprocessed B-29 parts.

Winder Aircraft Corporation's staff engineers are currently considering jet modification proposals. These plans include production line operations, "kit-type" installations and fabricated parts. Modification is to proceed on a line operation, with the jets being moved progressively from one station to another.

Instrument Society Announces Conference Dates for 1951

The Sixth National Instrument Conference and Exhibit will be held in the Sam Houston Coliseum in Houston, Tex., from September 10-14, 1951.

The exhibit is being held in Houston for the first time and the occasion will be a "first" for attendance for a majority of the expected 10,000 executives, engineers and others in charge of instrumentation in science and industry lying in this new and rapidly expanding center of industrial activity.

Two hundred and thirteen exhibit booths have been laid out. To date 173 booths have been reserved by 99 exhibitors who have exhibited at previous exhibits. The general sale of space is now under way.

Alabama State Docks Installs New Ore Handling Facilities

A new bulk-handling conveyor system to provide additional ore-handling facilities for the Alabama State Docks and Terminals in Mobile, Ala., is being installed by the Rust Engineering Company of Birmingham and Pittsburgh, at a cost of \$750,000.

Incoming ore will be received from the unloading towers by the new system of conveyors and transferred to a shipping-out bin or to bulk storage.

The new conveyor system will tie into the existing conveying system which was installed by Rust in 1939. In 1949, the firm completed transit shed construction for three new ships' berths for Alabama State Docks at a cost of \$1,400,000, which increased storage facilities at the Port of Mobile by over 24 per cent.

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Rheem Lands Houston's First Large Defense Contract

Houston, Texas, which stands today as one of the South's greatest industrial centers, apparently is destined to play an important part in the nation's overall defense production.

In March, announcement was made on one of the first defense contracts. Rheem Manufacturing Company at 1025 Lockwood reported that it would manufacture a minimum of \$10,300,000 worth of mortar shells for the Army.

The Houston Rheem plant, during World War II, was a prime manufacturer of the shells.

The contract announcement came after the company had inaugurated a \$250,000 plant expansion program plus the ordering of \$1,400,000 worth of new machine tools to make the shells. The company also plans to manufacture or buy another \$207,000 in new special tools.

J. B. Goutreaux, Houston plant manager, said the defense order will bring about an increase in workers from the present 360 to approximately 1,000. No figures were released on increased payroll amounts.

ASME Oil & Gas Power Div. Announces '51 Conference Dates

The Twenty-third Annual Conference and Exhibit of the Oil and Gas Power Division of ASME will be held in the Baker Hotel, Dallas, Tex., June 25-29. Arrangements have been completed for a technical program of unusual interest to operators of diesel, dual fuel and gas engines. Special provisions have also been made for inspection trips to two of the largest internal combustion engine installations in the world, the Aluminum Company Plant at Point Comfort and the Halliburton Cement Plant at Corpus Christi, Tex. The exhibits to be presented by various engine and accessory manufacturers will be interesting and educational.

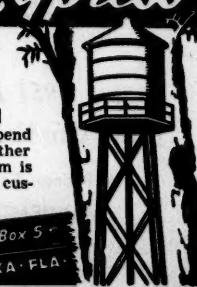
Technical sessions are scheduled each morning and afternoon, Monday through Thursday, and will be highlighted by a special all-day session Tuesday, June 26, on Engine Governing, also an all-day panel session Wednesday, June 27, on Engine Operation and Maintenance.

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BUSINESS NOTES

Florida Concrete Pipe Co., an affiliate of **Universal Concrete Pipe Co.**, has moved to new offices in the Center Building at 330 South Adams St., Tallahassee, Fla.

The new quarters, which are adjacent to the state capitol building, provide more space than the former address at 1602½ S. Monroe St.

John A. Harris, district manager of the company, is assisted by Curtis Krieg and R. E. Pilcher.

Universal Concrete plants at Ocala, Fla., and Dothan, Alabama, service the Tallahassee area.

I. H. Bradley & Sons, Bridgeport, Conn., manufacturers of Wood Turning and Sawing Machinery since 1882, announce the acquisition and production of the Boering Tool line. This line consists of a group of hand and foot operated presses to speed the assembly in light manufacturing, specially needed in the electrical, devices, parts, instruments, jewelry, radio, electronics, hardware, toys, fixtures and other production plants.

T. M. Evans, president of **H. K. Porter Company, Inc.**, Pittsburgh, Pa., has been elected to the Board of Directors of the **White Motor Company**, Cleveland, Ohio.

Alexander Brothers Belting Co., a newly-formed Pennsylvania corporation, has purchased **Alexander Brothers**, Philadel-

phia, Pa., and **Charlotte Leather Belting Co.**, Charlotte, North Carolina, from **Armour and Company**, with the exception of the Curried Leather Department, which will continue to be operated by **Armour Leather Co.**, Division of **Armour and Company**.

The new company will operate as **Alexander Brothers Belting Company** and **Charlotte Leather Belting Company**, which will be a Division of said company.

Officers and Directors are as follows: G. L. Bryson, president and general manager; George L. Abbott, vice-president and treasurer; Edward P. Alexander, secretary.

William H. Curtiss, president of **Curtiss & Smith Mfg. Corp.**, of Pottstown, Penna., recently announced the conclusion of negotiations with **Cummins Engine Company** which have led to the appointment of Curtiss & Smith as manufacturers and distributors of tools and equipment for servicing the complete line of Cummins Diesel Engines.

In addition to this new line Curtiss & Smith manufactures tools for servicing GMC diesel engines, trucks, coaches and hydraulic transmissions.

All Curtiss & Smith tools are available coast-to-coast through dealers and distributors. For the name of the one nearest you contact Curtiss & Smith Mfg. Corp., 123 E. Fourth St., Pottstown, Pa.

Opelika Textile Mills, Inc., Opelika, Alabama, recently changed their name to **Opelika Mfg. Corp.**, according to the announcement made by T. H. Floyd, general manager. He said the change had been contemplated for some time due to the nature of operations, which includes the manufacture of washable service apparel, as well as spinning and weaving cloth. The plants now carry cotton from the bale to the finished garment.

A new branch office of **The Foxboro Company** of Foxboro, Mass., has been opened at 618 W. Church Avenue, Knoxville 16, Tenn. Mr. Marvin L. Cleaton, Jr., formerly in charge of the company's

office at Columbus, Ohio, has been transferred to become Branch Manager at Knoxville. Until now, manufacturers in the Knoxville area have been served by the Foxboro office in Atlanta.

This adds one more to the Foxboro network of Southern branch offices which in the past 40 years has expanded with the ever-growing needs of the Industrial South for modern instrument engineering.

A. T. Green Machinery Co., Glenshaw, Pittsburgh, is the newly appointed distributor for **WARCO** motor graders. They have exclusive sales and service arrangements for western Pennsylvania and adjacent counties in Ohio and West Virginia. The firm already represents an impressive group of heavy-duty construction machinery including such lines as **LaPlant-Choate**, **Huber**, **Joy-Sullivan**, **LaCrosse**, **Homestead**, **Owen**, **Page**, **McCarthy**, **P&H**, **Schield Bantam**, **Sterling** and **Longyear**.

Delphine S. Byrne has been advanced to the position of Advertising and Sales Promotion Manager of the **H. M. Harper Company**, Morton Grove, Illinois, manufacturer of non-ferrous and stainless steel fastenings. Mr. V. A. Spoehr, Vice President and General Manager, makes the announcement.

Miss Byrne has been associated with the **H. M. Harper Company** for nine years and leaves the sales department for her new position. She has been editor of the Harper internal house organ for five years and is a member of the Industrial Editors Association.

Shutt Process Equipment Company, operated by George T. Shutt, has been appointed agents for **Atlas Mineral Products Company** for Chemical Resistant Materials of Construction in the St. Louis territory. Mr. Shutt is a graduate of Washington University with a degree in chemical engineering. He is a veteran of World War II and has been associated with the **Aluminum Ore Company**, St. Louis, Mo., in the Purchasing Department for a number of years.

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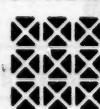
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— INDEX FOR BUYERS —

Page Numbers Indicate Where Products Can Be Found

Airways	5	Grating (Steel)	7, 58, 61, 70	Screens	53, 61
Appraisals	57, 64	Insurance	14	Screws and Nuts	61
Architects	64	Lead Installations	62	Sheets (Steel, Galvanized)	
Banks and Bankers	19, 20, 57	Lumber (Creosoted)	61, 67	12, 17, 30, 66	
Bridges	10, 24, 50, 65	Lumber (Salt Treated)	49	Shipbuilding	50
Boxes (Paper)	59	Machinery (New and Second-Hand)	63	Sites (Industrial)	6, 7, 10, 22, 54
Buildings (Steel)	55, 57	Material Handling Equipment	3	Steel Fabricating	10, 24, 50, 65
Cements (Industrial)	62	Metals (Non-Ferrous)	56	Steel Plate Work	24, 50
Chemists	64	Perforated Metals	53, 61, 62	Steel Products	12, 17, 30, 51, 69
Coal	15, 66	Phosphates	2	Steel (Stainless)	12, 17, 66
Contractors	64, 65	Piling, Poles, etc. (Creosoted)	61, 67	Structural Steel	10, 24, 50, 65, 66, 69
Conveyors	3, 65	Pipe (Cast Iron)	11, 62	Tanks and Towers	8, 60, 61
Dredging Contractors	64, 65	Pipe Forms	61	Telephone Service	47
Engineers	18, 29, 64, 65	Professional Directory	64	Temperature Control	60
Envelopes	65	Pumps	59, 64	Treads (Stair)	7, 53, 58, 70
Flooring (Steel)	7, 53, 61	Railroads	13, 21, 48, 52	Tubing (Flexible)	12
Galvanizing	10, 62	Roofing	23, 67	Tubing (Steel)	17, 30, 66
Gas (Natural)	4	Sand and Gravel	65	Water Supply	59, 64, 65

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INDEX TO ADVERTISERS

— A —

AARON MACHINERY CO., INC.	63
Agency—Diener & Dorskind, Inc.	
AFFILIATED NATIONAL HOTELS	—
Agency—Alert Advertising Agency	
ALABAMA POWER CO.	7, 54
Agency—Sparrow Advertising Agency	
ALLIED STEEL PRODUCTS CORPORATION	57
Agency—Advertising Engineers	
AMERICAN AIR COMPRESSOR CORP.	—
AMERICAN APPRAISAL COMPANY	57
Agency—Klau-Van Peltersom-Dunlap Assoc.	
AMERICAN BRIDGE COMPANY	59
Agency—Batten, Barton, Durstine & Osborn	
AMERICAN CROESOTS WORKS	67
AMERICAN LUMBER & TREATING CO.	49
Agency—Fuller & Smith & Ross	
AMERICAN TELEPHONE & TELEGRAPH CO.	47
Agency—N. W. Ayer & Sons, Inc.	
ARMCO DRAINAGE & METAL PRODUCTS	55
Agency—N. W. Ayer & Sons, Inc.	
ARNDL CORP.	65
ASSOCIATED INDUSTRIAL ENGINEERS	64
ATLANTIC CROESOTING COMPANY, INC.	67
ATLANTIC GULF & PACIFIC COMPANY	—
ATLANTIC STEEL COMPANY	51
Agency—Lowe & Stevens, Inc.	

— B —

BALTIMORE & OHIO RAILROAD	52
Agency—Richard A. Foley Advtg. Agcy.	
BARRETT DIVISION—ALLIED CHEMICAL & DYE CORP.	23
Agency—McCann-Erickson, Inc.	
BATSON-COOK COMPANY	44
BELMONT IRON WORKS	45
BETHLEHEM STEEL CO.	69
Agency—Jones & Brakely, Inc.	
BITUMINOUS COAL INSTITUTE	—
Agency—Benton & Bowles, Inc.	
BLAIR, ALGERNON	7
BORDEN METAL PRODUCTS CO.	60
Agency—Gordon A. Phli & Associates	
BOX 1216	—
Agency—Diener & Dorskind, Inc.	
BRADY CONVEYORS CORP.	—
BRISTOL STEEL & IRON WORKS, INC.	—
BUFFALO TANK CORPORATION	—
BURFORD, HALL & SMITH	—

— C —

CATTIE & BROTHERS, JOSEPH P.	62
CHICAGO BRIDGE & IRON COMPANY	6
Agency—Russell T. Gray, Inc.	
COLE MANUFACTURING COMPANY, R. D.	61
Agency—Burton E. Wyatt & Company	
COMMERCIAL ENVELOPE CO.	—
CONTINENTAL IRON & METAL CO.	—
CRAWFORD, R. R.	63
CROUT, SNYDER & CRANDALL	63

— D —

DARIEN	65
DAVENPORT LOCOMOTIVE WORKS	—
Agency—Fred A. Hinrichsen	
DAVIDSON PIPE CO., INC.	63
DAVIS & SON, G. M.	—
DAY & ZIMMERMANN, INC.	—
DRAY CO. CORP.	—
Agency—Ketchum, McLeod & Grove	

— E —

EATON & BELL	63
EBASCO SERVICES, INC.	—
Agency—Albert Frank-Guenther Law	
ELECTRIC EQUIPMENT CO.	63
Agency—Charles L. Rumill Co.	
ELECTRIC SERVICE COMPANY	63
Agency—S. C. Baer Co.	
EPPINGER AND RUSSELL COMPANY	61
EQUITABLE SECURITIES CORPORATION	19, 20
Agency—Robert G. Fields & Co.	

— F —

FISHER COMPANY, ADAM	63
Agency—Shaffer-Brennan-Margulies Advtg. Co.	

Flexible Steel Lacing Co.	—
Agency—Kreicker & Meloan, Inc.	
Flexible Tubing Corp.	12
Agency—McNevin-Wilson-Daldorf, Inc.	
FORD, BACON & DAVIS, INC.	64
Agency—Victor A. Smith	
FROEHLING & ROBERTSON	64

— G —

GAINESVILLE, FLORIDA	—
GANNETT-FLEMING-CORDRAY-CARPENTER, INC.	64
GENERAL COAL CO.	67
Agency—Aitkin-Kynett Company	
GEORGIA POWER CO.	54
GLAMORGAN PIPE FOUNDRY COMPANY	62
GREENPOINT IRON AND PIPE COMPANY	63
GRIFFITH CO., BISCO	64
GULF POWER CO.	64

— H —

H & P MACHINERY COMPANY	—
HARDAWAY CONTRACTING COMPANY	—
HARRINGTON & CORTEYOU	—
HARTE CO., JOHN J.	—
Agency—Kirkland, White & Schell	
HEINEKEN, W. P.	63
HENDRICK MFG. CO.	52
Agency—G. M. Basford Company	
HILL-CHASE STEEL CO.	—
Agency—W. H. Watt Advertising Agency	
HOOSIER ENGINEERING COMPANY	64
HUNTING, LARSEN & DUNNILLS	—

— I —

INDUSTRIAL PROPERTIES CORP.	15
Agency—J. P. Dewey	
INGALLS INDUSTRIES	64
Agency—Liller, Neal & Battle	
INTERNATIONAL BUSINESS MACHINES	63
Agency—Cecil & Presbrey, Inc.	
INTERNATIONAL MIN. & CHEM. CORP.	65
Agency—C. Franklin Brown, Inc.	

— J —

JEFFREY MFG. CO.	65
Agency—Byer & Bowman	

— K —

KERRIGAN IRON WORKS, INC.	—
Agency—C. P. Clark, Inc.	
KINNEAR MFG. CO.	—
Agency—Wheeler, Kight & Gainey, Inc.	

— L —

LAYNE & BOWLER, INC.	59
Agency—Raymond Powell	
LIFE INSURANCE CO. OF GEORGIA	14
Agency—Allen, McRae & Bealer, Inc.	

— M —

MAHON COMPANY, R. C.	63
Agency—Anderson, Inc.	
MALLORY MACHINERY CO.	64
MANHATTAN PERFORATED METAL CO.	61
MERCOID CORPORATION	62
MIAMI, FLORIDA	64
Agency—Bevis & Tyler	
MISSISSIPPI AGRICULTURAL & INDUSTRIAL BOARD	—
Agency—Dixie Advertisers	
MISSISSIPPI POWER CO.	63
MISSOURI PACIFIC LINES	—
Agency—D'Arcy Advertising Co.	
MUNDY & SONS, CHARLES	63

— N —

NASHVILLE BRIDGE CO.	—
NEWPORT NEWS SHIPBLDG. & D. D. CO.	—
NORFOLK & WESTERN RAILWAY CO.	—
Agency—Houck & Co.	
NORTH CAROLINA GRANITE CORP.	—
Agency—Houck & Co.	

— O —

O'BRIEN MACHINERY CO.	—
Agency—Howard-Wesson Co.	
OLD DOMINION BOX CO.	59
Agency—Howard-Wesson Co.	
OLE'S ENVELOPE CO.	65
O'NEAL STEEL WORKS	—
Agency—Barnett & Barnett	

— P —

POLK, POWELL & HENDON	64
— Q —	—
QUINN WIRE & IRON WORKS	61
Agency—Lessing Advertising Co.	

— R —

REPUBLIC STEEL CORP.	17
Agency—Meldrum & Fewsmit, Inc.	
RESALE DEPARTMENT	—
ROBERT AND COMPANY ASSOCIATES	64
Agency—Liller, Neal & Battle	
RUBEROID COMPANY	67
Agency—Fuller & Smith & Ross	
RUMMEL, KLEPPER & KANL	64
RYERSON & SON, INC., J. T.	66
Agency—Aubrey, Moore & Wallace	

— S —

SANDERSON & PORTER	64
Agency—Calkins & Holden	
SAUERSEIN CEMENTS CO.	62
Agency—William Cohen Advertising Agency	
SEABOARD AIR LINE RAILROAD COMPANY	—
Agency—The Caples Co.	
SHIMER & SONS, INC., SAMUEL J.	61
Agency—Charles E. Williams Advertising	
SLAYMAN COMPANY	65
Agency—Frank D. Webb	
SMITH CO., H. Y.	—

SNAKE CORPORATION, FREDERICK	64
SOUTHERN AIRWAYS	5
Agency—Hugh A. Deadwyler	

SOUTHERN CO.	54
Agency—Liller, Neal & Battle	
SOUTHERN LEAD BURNING CO.	62
SOUTHERN NATURAL GAS COMPANY	4
SOUTHERN RAILWAY SYSTEM	13
Agency—Newell-Emmett Company	

STANDARD STEEL SPRING COMPANY	59
STANHOPE, INC., R. C.	—
STONE & WEBSTER ENGINEERING CORP.	29
Agency—Harold Cabot & Company	
SYDNR PUMP & WELL COMPANY, INC.	64

— T —

TENNESSEE COAL, IRON & R. R. CO.	—
Agency—Batten, Barton, Durstine & Osborn	

— U —

UNION TRUST COMPANY OF MARYLAND	57
Agency—Bozell & Jacobs, Inc.	
U. S. PIPE & FOUNDRY COMPANY	11
Agency—H. B. Humphrey, Alley & Richards, Inc.	

U. S. STEEL CORP. SUBSIDIARIES	24, 50
Agency—Batten, Barton, Durstine & Osborn	

— V —

VIENER & SONS, HYMAN	56
VIRGINIA BRIDGE COMPANY	24
VIRGINIA ENGINEERING COMPANY, INC.	64

— W —

WAGNER COMPANY, ARTHUR	63
WATSON & HART	64
WELL DRILLING OPPORTUNITY	63

WHITMAN, REQUARD & ASSOCIATES	64
WISDEMAN & SINGLETON, INC.	64
WILEY & WILSON	64

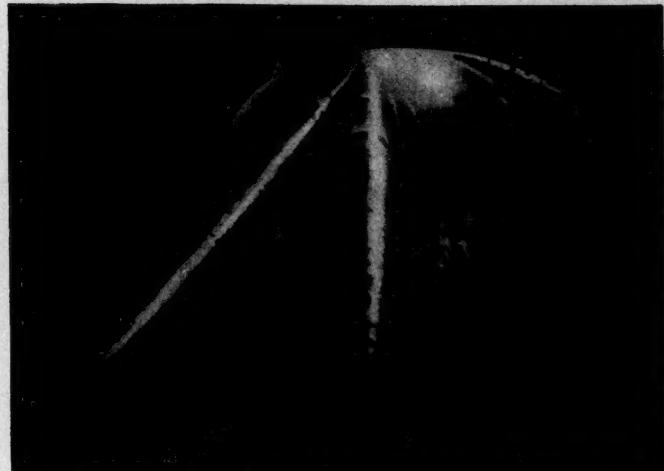
WISCONSIN MOTOR CORPORATION	—
Agency—Paulson-Gerlach & Associates	
WOOTEN & WOOTEN	64

— Y —

YOUNGSTOWN SHEET & TUBE COMPANY	30
Agency—Griswold-Eshleman Co.	

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Note continuous spiral cross bars above. They alternate right and left and are slightly above bearing bars to insure greater non-slip protection. There are no slick spots in Kerrigan Weldforged grating. Write now for new 34-page catalog describing and illustrating many types of grating. One will fit your needs.

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